

# American Nurseryman

## The Chief Exponent of the American Nursery Trade

### National Journal of Commercial Horticulture

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WITHOUT OR WITH OFFENSE TO FRIENDS OR FOES, I SKETCH YOUR WORLD EXACTLY AS IT GOES.—BYRON

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No. 3

## PRELIMINARY PLANS FOR A. A. N. SEMI-CENTENNIAL

### To Be The Greatest In American Association History

**T**HE executive committee of the American Association has outlined preliminary draft of a program for the Semi-Centennial Convention of the A. A. N. in Rochester, N. Y., June 24-26. President Harlan P. Kelsey discussed details with the committee on arrangements, Chairman Charles H. Perkins, in Rochester, February 21st.

Chairman Perkins has announced plans of the committee on arrangements. These have been approved by the A. A. N.

**Program Plans**—It is the intention of the executive committee in charge of the program, to devote convention sessions time mainly to a few matters of chief interest to the trade—legislation, business development and broadening of trade interest—aside from subjects pertaining particularly to the semi-centennial observance.

**Three Business Sessions**—There will be three business sessions, those of Wednesday, Thursday and Friday mornings. Entertainment has been provided for much of the time in the afternoons and evenings, but there will be ample opportunity for individual choice as to passing hours outside of the three business sessions.

**Exhibits**—The business sessions will begin promptly at the appointed hours and will be snappy and interesting from beginning to end, so that much may be accomplished in the limited time. In order to insure full attendance at the business sessions, the exhibit rooms on the mezzanine floor of the hotel will be closed during those sessions. Plenty of time for the trading and social phases of the convention and for viewing the exhibits will be provided.

**History of Nursery Business**—Principal features of the business sessions will be a history of the Nursery business during the fifty years' existence of the A. A. N., by John Watson.

**Horticultural Laboratory Work**—An address by a representative of the Boyce-Thompson Institute of Yonkers, N. Y., outlining the work in horticultural investigations there and the opportunity thus afforded for investigations in which Nurserymen are particularly interested.

**Values Created by Landscaping**—An address by a recognized authority on the added value to property created by landscaping (a feature which was of great interest at the January convention of the Illinois Nurserymen's Association).

**Committee of Committees**—Report of the committee on botanical gardens and arboreta—the national arboretum project—of which Robert Pyle is chairman; report of the committee on developing domestic raw material, co-operating with the U. S. Dept. of Agriculture, Henry B. Chase, chairman; report of the committee on legislation, Rich-

ard M. Wyman, chairman. These will probably be the most important committee reports, though reports of the other committees will be presented. It is expected that the discussions on all this matter, new business, etc., will fill the available time.

**Banquet**—The banquet on Thursday evening, at 7 o'clock, in the ball room of the Seneca Hotel seating 800 persons, will be of unusual interest. There will be music and appropriate decorations and a program pertaining to the anniversary. The attendance will probably exceed that at any ban-



CHARLES H. PERKINS, Newark, N. Y.  
Chairman Arrangements Committee A. A. N.

quet in the history of the association. Members who seldom, if ever, attend the A. A. N. conventions are planning to be at the Rochester celebration. The Baby Ramblers organization will look after details and take charge of the sale of banquet tickets.

**Past Presidents and Veterans**—Past Presidents of the association will be invited to this banquet as guests of the association, and it is urged that members of several decades standing make special effort to be present. The past presidents will occupy seats at the speakers' table or at a special round table. A two or three-minute speech from each will be a pleasing feature.

**Moving Pictures and Others**—It is planned to have moving pictures taken of the association during the four hours' drive about the Flower City, the parks, Highland Arboretum and Conservatory and local Nurseries. These will be thrown on a screen at the banquet on the evening of the trip, together with other views and portraits.

**Portraits of Old and New**—There will be screen portraits of the past presidents (with

descriptive comment) and of other past officers; also of other prominent A. A. N. members and of noted horticulturists, U. S. Dept. of Agriculture leaders and others.

**Weekly Bulletins**—The committee on arrangements will send to A. A. N. members weekly bulletins in regard to the Semi-Centennial, during five weeks previous to the convention, to arouse, maintain and increase interest in this Red Letter event in the history of the national organization.

**Souvenir Book**—The association will issue as a Semi-Centennial Anniversary souvenir a bound book of historical matter, illustrated. This will be sold to members and other Nurserymen and it is believed that it will be in a strong demand. Specially bound copies in leather gilt edged and stamped in gold with the name of the recipient will be presented to the officers and past officers and to a number of others who have advanced the interests of the association in marked degree.

**Excursion to Newark and Geneva**—One of the big features of the Semi-Centennial will be the excursion on Tuesday, June 23d to the Nurseries at the big centers of Newark and Geneva, N. Y., when the entire association, gentlemen and ladies, will be the guests of the Nursery concerns of those places. Special railroad train will be provided. Those who visited the Nurseries of Jackson & Perkins Co., at Shiloh, N. J., and those of P. Koster and the Seabrook farms at Bridgeton, N. J., in connection with the Atlantic City convention last year, know what this trip on the day before the Rochester convention will mean. They will tell the others. The attendance Tuesday should be big.

**Tree Planting**—There will be an Anniversary Tree Planting ceremony in Highland Park on Thursday afternoon, June 25th, with appropriate program. An elm tree will be planted and permanently marked to memorialize the anniversary. Charles J. Brown, of Brown Brothers Nursery, will provide the tree.

**Sixty New Members**—Sixty new members have been added to A. A. N. lists since the 1924 convention. These should be urged to be at the Rochester convention.

**Governor Smith May Come**—It is planned to have a man of national importance welcome the Nurserymen of the country to the Empire State. Governor Al. Smith or Senator James Wadsworth may be the one. Details later.

**Guests of New York Nurserymen**—Members of the A. A. N. will be guests of the New York State Nurserymen's Association at a luncheon at the Chamber of Commerce on Thursday noon; the ladies too. A reception committee of the New York Association will be on hand throughout the convention to look after members' wants. A committee headed by Mrs. Vredenburg, Rochester, will look after the ladies especially.

# HISTORY OF AMERICAN NURSERY STOCK PRODUCTION

**A Remarkable Record Showing That Nurserymen of America Can Produce All the Kinds That Have Been Imported—Examples of Disputed Accomplishment—Steady Progress Traced From the Time of William Prince to the Present Day—Concerns That Have Attained World-Wide Fame—Home-Grown Stock Equal to or Better Than Imported.**

By Peter Bisset, U. S. Dept. Agriculture, Before Ohio Nurserymen's Association

**O**UR country is so large and climatic conditions are so variable, that I know of no plant that we have heretofore imported that we cannot grow in some sections of our country.

I well remember one of our noted horticulturists and Nurserymen coming to see me about Quarantine 37 and bemoaning the fact that we would be unable to supply the bay trees that we had been importing for so many years from Europe. He stated that they could not be grown here. From my knowledge of our country I was able to cite to him sections where such things could be grown, mentioning our Southland and California. He differed with me and said we would not be able to grow them satisfactorily in this country. A few years later he had occasion to visit Southern California and found, on the place of a mutual friend, a bay tree fifteen feet high with a spread of four feet, which had been grown from a cutting in twelve years. His exclamation when informed of the fact was "I will have to take it all back. I told them it could not be done." This is but one of many instances I could cite.

The propagation of the camellia was another of the plants we were told could not be grown here, notwithstanding the fact that thousands were then established in sections of our country suitable to its growth. Some of these plants had attained a size of trees, this especially in the South and the Pacific Northwest. In one garden that I know of, the owner had over two hundred distinct varieties of large size camellia trees that he had planted before Quarantine 37 went into effect. I am glad to say that one of our progressive Nurserymen now controls these trees and is propagating from them. What I have said of the plants already mentioned can be just as truthfully said of many others.

Look at the progress our Nurserymen have made in the propagation of Conifers we used to import. We recognize that there have been some failures especially with the Koster spruce, but several have made a success and others are now convinced that they know why they failed. I, therefore, am so confident of the ultimate success that I predict that in less than five years we will be producing all Koster spruce we require. One of the prime reasons for failure, I am convinced, lies in unsuitable conditions of the stocks or by the use of poor scions, either of which is sufficient to cause failure. It is not to be expected that a novice will be successful in grafting this tree on his first attempt, for it can be learned only by experience; to know when the scions and stock are just right and the after care to be given the young plants, but I am sure it is only a matter of time, and that a short time, when we will be able to produce this commercially valuable tree in any quantity desired.

**T**HE production of home-grown Nursery plants has been going on in our country from the earliest Colonial days, no doubt commencing with the Pilgrim Fathers, for without a doubt the Mayflower brought a goodly number of plant immigrants to be planted in the new land, the Pilgrims coming from a land so long devoted to the cultivation of fruits and flowers that to them no place could be called home without some of the loved trees and flowers that had adorned the old home.

## Prince Nurseries

The demand for Nursery grown plants had progressed so far in America that in 1730 the Wm. Prince Nurseries were established at Flushing, N. Y. and a few years later (the exact date unknown to us) this firm published a price list or catalogue sheet, listing the names of the plants they had for sale; amongst them were listed a goodly number of fruits of European origin but the trees undoubtedly grown in America, also a good number of our native trees both deciduous and evergreen were offered.

From this early time there have come and passed on the screen of life, numerous American Nurserymen whose firms have attained to world-wide fame for the excellency of their plants, and some of the Nurseries founded in those early days are still operating and the original owners represented by worthy successors.

As we look over the years that have come and gone, and take note of the Nurseries that have become famous in the annals of the Nursery business of our country, it is interesting to note that those that stand out, either for the excellency of the stock they

produced, or for the collections of rare plants they handled.

## Moon Nurseries—1769-1925

We find, for instance, that Moon's Nurseries were established in 1769 at Morrisville, Pa., and are still in business.

## Stark Nurseries—1816-1925

The Stark Nurseries were established in Missouri in 1816 and still operating. That well-known firm which made an enviable reputation for the stock they handled; but which to our country's loss have ceased to function—the

## Ellwanger & Barry—1840

Ellwanger & Barry Nurseries—were established at Rochester, N. Y. in 1840.

## Robert Douglas Nurseries—1844-1925

The Robert Douglas Nurseries were established at Waukegan, Ill., in 1844 and are still operated.

## John Saul Nurseries—1862

The John Saul Nurseries of Washington, D. C., established in 1862; these have also disappeared and rows of houses now occupy the ground.

## P. J. Berckmans Nurseries

The P. J. Berckmans Nurseries established at Augusta, Ga., in 1857 and which when at their height produced the finest kind of Nursery plants, both in fruits and ornamentals, have in recent years changed hands, and in the change have suffered somewhat from the separation of the founder's sons.

## John Rock Nursery

Turning to the West we find that John Rock established his Nursery in California in 1866 and he did a splendid work for the fruit and ornamental plant industries of

that great state. The California Nursery Co., headed by that well-known Nurseryman, Geo. C. Roeding, is a worthy successor, and turning out splendid stock.

## John Teas and Parsons Nurseries

The John C. Teas Nurseries established in Missouri in 1869.

Another well-known firm that was favorably known to all plant men, and did much to popularize these ericaceous plants such as the azalea, rhododendrons, etc., was established in 1889 at Flushing, the Parson Nurseries.

These and many others not so well known have done their part and done it well, so that today we are reaping the reward of their labors, gained by careful painstaking work, and much patient experimental work in plant propagating. They have left us a heritage we may well be proud of. We in turn should see that our children's children shall have as just cause to be proud of our attainment along these lines.

I am glad to be able to say that there are quite a number of men who are following closely in the footsteps of those pioneers and who are successfully propagating thousands of plants each year, of kinds that in later years we depended on Europe to supply.

## Bobbink & Atkins

Bobbink & Atkins, for instance, one of the largest and best equipped Nurseries we have at present, are now growing successfully rhododendrons, azaleas and roses.

## Jackson & Perkins Co.

We also have the firm of Jackson & Perkins, located at Newark, N. Y., with a branch Nursery at Bridgeton, N. J. This firm is handling a similar line of plants and is especially successful in handling conifers, notably the Blue spruce. It also is quite successful with an extensive line of roses and other plants for the florist's trade.

## Cottage Gardens Nurseries

Another firm that is doing valuable work in the propagation of plants is the Cottage Gardens Nursery. With two Nurseries, one at Queens, L. I., the other at Eureka, California, they handle East India and Kurume azalias, rhododendrons and conifers. Their Eureka Nursery is located in a favorable climate for the work they are engaged in and, as you no doubt know, they have been especially successful with the East Indian or forcing azalias, shipping them by carload to the Eastern states.

## D. Hill Nursery Co.

The D. Hill Nursery Co., Dundee, Ill., is another Nursery that is doing splendid work for the horticulture of our country. It has been many years since this firm took up the growing of young conifers from seed, but it is only within the past few years that they have commenced the grafting of and growing from cuttings young evergreen of horticultural varieties; that is to say, evergreens that will not come true from seed. To give some idea of the extensive way they handle conifers, I need only say that at the present time they have over one million young plants that they grow in quantities.

## Storrs & Harrison Co.

One of the great Nurseries of the country is your own Storrs & Harrison Co. This



firm has for years produced roses and fruit trees that have made a wonderful reputation for them. The roses have been so good that one of the best retail men of the East told me the roses he received from this firm were the best he could get anywhere in the United States. Roses is one of many items which this firm is successfully handling.

#### Spring Hill Nurseries

The Spring Hill Nurseries is another of your Nurseries that is doing splendid work for our country. They are leaders in their several lines. I want to take this opportunity to pay my respects to that forceful and energetic Nurseryman, W. F. Bohlender, who is not only a Nurseryman in the broad sense, but an investigator.

#### Washington Nursery Co.

When we turn to the Pacific Coast, we find a great firm in the Washington Nurseries, of Toppenish, Wash., which is growing, very extensively, fruit trees and fruit tree stocks. This firm has recently taken up the growing of ornamental trees and when they take up the growth of a plant they count by the hundred thousands and not by the hundreds. They are to be highly commended on the splendid work they have done on fruit tree stocks. It will not be long before our Nurserymen will be able to supply all the home grown fruit tree stocks we need and those will be truly American grown and from American seed.

#### California Nursery Co.

Another Western Nursery that deserves a good deal of credit is the California Nursery at Niles, Calif., worthy successors to that famed Nurseryman, who many years went to his rest. I refer to John Rock. This firm have not only the Nursery started by him but have also the orchard planted by him. This orchard contains a fine assortment of parent stock of fruit and nut trees, set out by Mr. Rock to supply him with selected buds and grafts from well known and authenticated varieties. This far-seeing Nurseryman undoubtedly believed in bud selection.

#### Howard & Smith

You have heard of that new firm that has recently been doing wonderful feats in the production of roses. This firm is sending to the East not only one carload but trainloads of from nine to ten cars all packed with roses of splendid varieties and stock of the best quality. I refer to the firm of Howard & Smith, who are not only rose specialists but producers of many fine strains of our garden flowers, Fred Howard being a plant breeder of exceptional merit.

#### Glen St. Mary Nurseries

Another Nursery that has come to the fore in plant propagation is the Glen St. Mary Nursery at Glen St. Mary, Fla. This firm specializes in the propagation of the East Indian azalias, the Camilla japonica and evergreens. As they are well located climatically for these plants they are making rapid strides to fill the demand for those plants. The plants mentioned are only a few of many lines they carry, but will give an idea of how our men are specializing along certain lines just as the Nurserymen of Europe have done for years.

#### Equal To or Better Than Imported

The Nurseries I have named and a host of others just as worthy of mention, would time permit, are doing valiant work for our country in producing stock that is the equal and in many instances better than we have ever imported. All these Nurseries are doing their part in making us independent of other countries and the day is not far distant when we will have reached a stage when

our growers will be able to supply all our wants. By doing this we do away with the danger that is ever present, and will be with us just as long as we import plants, that is the danger of importing insect pests that attack the plants everywhere. Some of these insects that we are as yet free from, would, if introduced destroy our fruit crops within a very few years.

This brings me to a point I wish to emphasize, one neglected by most of our Nurserymen: that is, to make suitable provision for stock plants from which to cut scions and buds. Most Nurserymen sell too close and hence the propagators have to use unsuitable or inferior wood. We are all too prone to accept the almighty dollar, when offered to us for our best plants, without giving due thought for the morrow. One of the Nurserymen of my acquaintance has set aside a portion of his Nursery where he has set out blocks of the plants he wishes to propagate from, and as this is located some distance from his main grounds and the further fact that he discourages visitors from this spot, his plants are not likely to be sold as long as he grows them in this special corner. For after all is said and done it is hard to refuse to sell to our friends, plants they have fallen in love with, even though they may be our best plants. I strongly urge you, however, to set apart a portion of your grounds to be held for parent stock plants where you will keep your valuable plants, true to name, properly labeled or recorded, and from which, by generous treatment you will be able to get the best of wood for future propagation.

#### Cold Weather Effects in Oregon

Portland, Ore., Feb. 10—The December freeze killed a good deal of shrubbery—particularly that in which the sap was still running—but it is impossible to tell how extensive the damage was or where it was worse.

The height of rose time may be set back a little next June because of the freeze, according to J. B. Pilkington, but the heavy pruning necessary will make the roses finer when they come. Tender varieties, such as tea roses, were hard hit, he said, but hardy hybrids and perennials were not bothered much.

"If the freeze had come a month later it would not have damaged the roses at all, but we had roses at Thanksgiving and the plants were still full of sap when the cold weather came."

With certain other shrubs the condition was somewhat different. Hardy plants, still growing, were hurt, when tender plants that had already died down to their winter state, got by undisturbed.

"The freeze only added to the beauty of Oregon grape," Pilkington declared, "to that of many of the laurels and to rhododendrons."

His advice, concerning all varieties of shrubs is to cut back to live wood. Be sure that the layer between the wood and the outer bark is not black. If this layer is black all the way down to the ground the plant is lost and should be replaced.

#### Nurserymen Lose Suit

E. S. Hill and Fred Parker, of Yakima, Wash., failed to obtain \$17,000 damages asked from the Selah and Moxee irrigation district for the loss of Nursery stock. Judge V. O. Nicholson placed blame for loss on the Nurserymen, saying they did not give the ditch company reasonable notice that they would require water earlier than usual according to their contract.

#### Seventy-two in Nursery Course.

Seventy-two students from Nursery offices in four states took the Nursery course last month at the University of Minnesota farm school, the program for which was published in full in the February issue of the American Nurseryman.

### Can Someone Supply These Records?

Editor American Nurseryman:

I am sure the trade must read with interest and appreciation, the record you have been publishing of the early years of the Association. One who has spent much time during a good many years, to get together the same details can realize the work and time and correspondence involved.

Some years are not covered by your record, nor by any other published record. I cannot fill in all the vacant spots, but I can, and am glad to, help to some extent.

In 1878, the convention was held in Rochester at the Osburn House. J. S. Stickney presided as president. Cleveland was selected for the next place of meeting and T. S. Hubbard was elected the new president.

In 1881, the Association met in Dayton, Ohio, June 16 and 17, with N. H. Albaugh presiding. Rochester was selected for the 1882 convention and W. C. Barry was elected president.

These appear to be the only years whose record you do not cover. I wish my supplementary notes were not so meager; such as they are, I am indebted to old files of "The Gardener's Monthly" of those years, the only periodicals of the time that I have found to containing any reference to these trade conventions.

As this happens to be the 50th anniversary year of the American Association of Nurserymen, that fact and the interest which your notes on the early conventions cannot fail to arouse, and the further fact of the incompleteness of the record, may inspire members having old correspondence or other records, to dig into them and thus aid in piecing out the history of the Association. It may be that somewhere there is a complete file of old reports, or reports covering these years, though I do not know of any. We know where the association met each year and who its presiding officer was at each convention, but beyond that, there is no record of several of the early years of this, the oldest of the trade organizations and the mother of them all.

JOHN WATSON.

191 Westminster Road,  
Rochester, N. Y.

#### New Grape Nursery.

Woodland, Cal., Feb. 10—E. Clem Lowe, well known vineyardist of the Madison district has leased an acreage near the Calioni gardens on the Knights Landing road and plans to establish a grape vine Nursery, specializing in every known vine raised. With the assistance of M. Baritoni, three quarters of a million of young varied plants are being placed for rooting. Lowe plans to furnish vineyardists of any and all sections with vines from his extensive acres near Woodland and Madison, the vineyards of which are considered among the best in the West. Baritoni is associated with Lowe in the Nursery enterprise.

#### Western Rose Company Program

One and one-quarter million plants for 1925 as against 750,000 in 1924 is the program of the Western Rose Co., and this program will mean a gross sale aggregating \$200,000.

The Western Rose Co., which has seventy acres in planting along the San Fernando-Pasadena highway, has leased thirty acres at Mission Acres and will put the land to rose plants making 100 acres for the company.

There are now approximately 400 acres, contiguous to San Fernando devoted to various kinds of Nursery stock. This is because the soil is most suitable for the industry.

Say you saw it in "American Nurseryman."

## BIG BUSINESS DISCUSSED BY OHIO NURSERYMEN

(Continued from Bulletin)

Ernest Riggs, Gallipolis, O., ably covered the subject of "The Fruit Grower's Relations With the Nurserymen." Mr. Riggs stated that the strong relationship between the two should be co-operation. The fruit growers should have confidence in the Nurserymen and the Nurserymen should act so as to command the confidence of fruit growers. Fruit growers are generally well satisfied with their dealings with the Nurserymen; although there have been some occasions to justify the opposite feeling. Statistics show that there has never been an over production of fruit; the trouble has always been with the distribution.

An excellent address was that by Peter Bisset, U. S. Department Agriculture, on "Home Production of Nursery Stock," illustrated with lantern slides to show that the plants formerly imported are now being grown in American Nurseries for the most part.

The banquet in the hotel on Wednesday evening was a marked success. Toasts were responded to by the following: Harry S. Day, W. B. Cole, Walter Hillenmeyer, W. A. Natorp, Mr. Cultra, Peter Bisset, John Dayton and A. S. Buskirk.

On Monday morning, February 5th the meeting was opened with a report on the University Arboretum by Prof. Sears. The secretary read a report of the perennials of the arboretum as submitted by Prof. Hottes. Edmund Secrest, state forester, talked on "Development of Our Public Forests." The National Forests in the western part of the U. S. were set aside by presidential decree. In Ohio the state has strongly urged land owners to replant trees and to preserve their woodlands. Great endeavor has been to convert some of the waste lands into forest preserves. He stated that there were 300,000 acres of such land in the state that could be purchased for from \$5 to \$10 per acre. These preserves would be an asset to the state and would be invaluable for recreational purposes. Bryan farm is now owned by the state and it contains outstanding scenic features and some of the finest virgin forests in the state.

Mr. Horvath's talk on "Problems of Propagation" was an outstanding feature on the morning's program. He stated that plant propagation is the backbone of the Nursery business. We have a great variety of native material here in America which would be much better material than that which we are now using. America has the finest flora and sylvia of any country in the world. Mr. Horvath covered the details of propagating the more difficult kinds such as the Blue spruce, Jap. maple, magnolias, etc.

Prof. Frank Beach of the University Extension Dept. explained the work the extension department is doing to encourage the planting of fruits and ornamentals throughout the state. This department employs demonstration orchards in typical sections. Much is done through the county agents who have carried out a large number of landscape projects, especially plantings around schools and public buildings.

"How can the Nurserymen and Landscape Men of Ohio Best Co-operate to Mutual Advantage?" Gordon D. Cooper of the A. D. Taylor Co., Cleveland, developed this subject most satisfactorily. Educate the people that when they buy a first class article they must give it 100% care. Bring the public to notice the best of the cultivated plants. The landscape architect should encourage his clients to secure standardized grades of plants from well established Nurserymen, and to discourage buying the cheapest plants available. This would be most beneficial to all concerned. If either the Nurserymen or landscape men assure their clients or customers that a plant will live he should charge a certain per cent for this insurance. When a landscape architect buys in large quantities from a Nurseryman some inducement should be given, but they do not feel that they should be allowed trade prices. They are willing to pay a little more for quality.

On Friday morning, February 6th, a fitting climax for the most successful meeting ever had by the association was the address by A. W. Neally of the Dayton-Geyer Advertising Co., "Opportunities of Modern Merchant

dising in the Nursery Business." Mr. Neally gave the Nurserymen many valuable pointers.

A successful merchandiser must study his product from every angle and make it A No. 1. No one has ever succeeded throughout a number of years unless the thing he is selling is right. He must get his costs in line and produce so that sales may be made within the limit of the purchaser so as to make a profit. Make your product and your business known. Success in merchandising depends on making these things known to more and more people each month.

A Few Fundamentals in Advertising:

1. There isn't a business today which couldn't profitably use a good mailing list, a list of real good prospects.

2. Talk from the consumers point of view. Sell him the beauty or the value of the finished product—and not technicalities.

3. Be enthusiastic or you can't create enthusiasm in your customer.

4. Approach your customer at an opportune time. Make your services as valuable as possible.

5. Don't miss an opportunity of telling the public of the things you are selling. If you hand out novelties or favors, give something useful and worth while.

6. Use display space: Make attractive plantings along drives, entrances or any place where the public may see them.

7. Demonstrations whenever possible.

8. Newspaper Advertising: Create a style or character of your own. Use white space around the border. Feature stories: things unusual or out of the ordinary.

9. Association advertising is the most advanced form of advertising.

W. N. Scarff moved that the summer meeting of the Association be held at A. S. Buskirk's Nursery, Independence, O. Carried.

### Those Present

Allens Nurs. & Seed House, Geneva; Elmore M. Barnes & Son, Mt. Healthy; Berryhill Nurs. Co., Springfield; Blue Grass Nurseries, Lexington, Ky.; Peter Bohlender & Sons, Tippecanoe City; J. S. Burton & Son, Gasstown; A. S. Buskirk, Independence; Walter G. Burwell, Columbus; Call's Nurs., Perry; M. L. Carr & Sons, Yellow Springs; H. J. Chapman & Sons, Perry; W. B. Cole, Painesville; H. S. Day, Fremont; J. F. Donaldson, Sparta, Ky.; Fred Endres & Son, Painesville; Ernst Nurseries, Eaton; Farmers Nursery Co., Troy; French Nurseries, Clyde; Allendale Gardens, Delaware; T. J. Dinsmore, Troy; Gold Nursery Co., Mason City, W. Va.; Good & Reese Co., Springfield; R. A. Hacker, Painesville.

Hathaway Nurseries, Madison; The Imlay Co., Zanesville; Jackson & Perkins Co., Newark, N. Y.; J. Jenkins & Son, Winona; H. W. Joiner, Perry; Henry Kohankie, Painesville; C. E. Kerns, Wyoming; Kokosing Nurseries, Mt. Vernon; A. M. Leonard & Sons, Piqua; George Martin, Painesville; McBeth Nursery Co., Springfield; The W. A. Natorp Co., Cincinnati; Onarga Nursery Co., Onarga, Ill.; Oak Villa Nurseries, Painesville.

A. R. Pickett & Sons, Clyde; Rice Bros. Co., Geneva, N. Y.; W. N. Scarff & Sons, New Carlisle; The John Seibenthaler Nurseries, Dayton; Storrs & Harrison Co., Painesville; S. H. Swartztrauber, Eaton; P. C. Vandervort, Wilmington; T. B. West & Sons, Perry; Washington Nursery Co., Toppenish, Wash.; Wayside Gardens, Mentor; Willow Bend Nurseries, Perry.

The ladies present were Mrs. Vernon Barnes & Daughter, Mrs. A. S. Buskirk, Mrs. Edward Jenkins, Mrs. Parker Leonard, Mrs. W. B. Cole, Miss Francis Wetzel.

### Did You Read It?

Here's Appreciation of Earl Colburn's Report for the Retailers

Editor American Nurseryman:

The article on page 21 of the February 15th issue of the *American Nursery Trade Bulletin*, "Red Hot Remarks for the Retail Nurserymen," is alone worth the price of a year's subscription.

Here's our check for \$1. Let the *Bulletin* come along regularly.

THE NATIONAL NURSERIES.  
Lawrence, Kan. By E. H. Balco.

### AMERICAN ASSOCIATION OF NURSERYMEN

Charles Sizemore, Secretary

### ARRANGEMENTS FOR A. A. N. ANNIVERSARY

Chairman Charles H. Perkins of the A. A. N. committee on arrangements announces these plans for the June convention of the national organization:

Wednesday and Thursday, June 24-25—Business Sessions.

Wednesday, June 24—Luncheon for the ladies, at Genesee Valley Club and matinee performance at Eastman Theatre.

Thursday, June 25—Luncheon for members and ladies at Chamber of Commerce—guests of the New York Nurserymen's Association. Afternoon motor trip about the city and to parks. Moving pictures to be taken. Evening, banquet at Seneca Hotel (headquarters) under direction of Baby Ramblers, with special features.

On Tuesday, June 23, an excursion to the Nurseries at Newark and Geneva will be provided by the Nurserymen of those towns.

### CONVENTION CHATTER

By "Tritoma"

#### Warming Up for the June Meet

Chairman Perkins is enthusiastic about the accommodations available at the Hotel Seneca. A new cafeteria right in the hotel building will be in operation by convention time.

The N. Y. S. N. A. will be hosts to the A. A. N. members, and the Ladies Auxillary, at the Rochester Chamber of Commerce prior to the automobile trip.

Members of the Baby Ramblers organization will handle the banquet details again this year. More about this later.

Dick Harris is all "het up" over the report that he and McKenzie are to share a big double room on the mezzanine floor during the convention. "All bunk," he says.

It is too bad that Dick Wyman is tangled up with a bunch of legislative matters turned over to his committee. He probably won't get to enjoy this convention as much as usual.

Lester Lovett plans to bring his radio set with him; says he can't keep off the air through a whole convention week.

Remember the old-fashioned chap who used to come to convention without his wife? We'll see her this year, you betcha.

President "Harlem" P. D. Q. Kelsey came all the way from Salem town to attend our arrangements committee meeting Feb. 21st. Q stands for Quote.

### Plan To Plant Another Tree To Clean Up Deficit

At a meeting of the executive committee of the Illinois Nurserymen's Association Feb. 18th, the secretary was directed to proceed at once to clear up the deficit. This is in accordance with pronounced sentiment at the annual meeting of the Illinois Association last month.

William A. Toole, Baraboo, was elected president of the Wisconsin Hort'l Society; Frederick A. Craneheld, Madison, secretary, at last month's meeting.





## Proof Sufficient

That Bean Power Nursery Sprayers are adaptable to the requirements of Nurserymen is plainly shown by the fact that a number of the leading Nurseries have purchased them. A few of the recent buyers are listed below:

HOOPES, BRO. AND THOMAS CO.  
C. M. HOBBS AND SONS,  
HOOPES, BROS. AND THOMAS CO.  
STARK BROS. NURSERIES,  
W. B. COLE NURSERIES

Painesville, Ohio.  
Bridgeport, Indiana  
West Chester, Pa.  
Louisiana, Missouri  
Painesville, Ohio

Write for our catalogue NS for full particulars.

**BEAN SPRAY PUMP CO., Lansing, Mich.**

WESTERN FACTORY

SAN JOSE, CALIFORNIA

### SOUTHERN NURSERYMEN'S ASSOCIATION

W. C. Daniels, Secretary

In his bulletin to the Association last month President Bailie said:

As you will remember, at the Greensboro Convention a Publicity Committee was appointed consisting of O. W. Fraser, Chairman, Paul Lindley and Walter Hillenmeyer. No doubt you are wondering why this committee has not acted sooner and has not been alive to the situation. Only a very few of the members paid in their subscription and the committee did not feel justified in going ahead with this work until there was better response as to the payment of these subscriptions. Some money has been paid in, but not enough to carry the program through to completion and it will not do for us to attempt to carry through only a part of this campaign if we are to get best results. The committee has met and formulated a plan which is as follows:

Have articles on subjects that we are all interested in, the most of them dealing with fruits and the care of them, though a few of the articles will deal with shrubbery, the preparation of the soil, the fertilization of the plants, and also on shade trees, which will go out immediately to approximately 2500 Southern newspapers. Later another series will be prepared by other parties on ornamentals strictly, and the beautification of the home grounds.

Then again it is planned to broadcast some talks through the radio stations at Memphis, Atlanta and Louisville, and possibly one or two other stations, which talks would be heard by many thousands of people. As you know, the radio bug is increasing each day and it is a good idea for us to let him know what we have.

It is the desire of this committee also to have the members send in to the chairman any articles that they think could be used to advantage in this work, also any suggestions they would like to make. If you have anyone in your organization who you think could write an article, or articles, that we

could use, just let the committee know, or better still send the article in right away. If you have read an article that you think well to broadcast to the readers of the newspapers, cut it out and let the committee have it. In other words, the committee wants to serve the members as well as it can and all suggestions will be appreciated.

Now, it is not possible for this committee to function properly unless we have the co-operation of each member of this Association. As you know, nothing can be done in the way of publicity unless we have money to carry it on. At the last convention about \$2500 a year for three years was subscribed, and only a very small amount of this has been paid in. Quite a large number of the members did not subscribe anything at all, and some of the members were not in the convention hall when the matter was brought up. We want each member to write now, sending in his subscription for amount he will give each year for the next three years to W. C. Daniels immediately. Why not do this and save him the trouble of writing you a letter and begging you for the money.

If you do not subscribe you will get the benefits from this publicity and you should be willing to do your part. Some of the subscriptions made at Greensboro were for \$100 a year for three years, and none were less than \$50 a year. I am giving you this information so you can get an idea of what the other fellows are doing.

JAMES G. BAILIE, President.

#### Most Profitable of All

Arthur L. Norton, of Missouri, writes: "Inclosed find check. Give me two-inch space in March issue."

"These advertisements in American Nurseryman have been the most profitable of any that I have ever run."

H. E. and V. G. Jacobs have established the Perennial Garden Nursery at San Carlos, Cal.

When writing to advertisers just mention American Nurseryman.

### NORTHERN RETAIL NURSERYMEN'S ASSN.

C. H. Andrews, Secretary

At the annual convention of the Northern Retail Nurserymen's Association in Minneapolis, Minn., the following resolutions were unanimously passed:

Whereas, The Federal Horticultural Board after hearing the American Nurserymen, at a conference in Washington, on the matter of relieving certain quarantine restrictions and lines for freer movement of White and Red Currants and Gooseberries and

Whereas, Dr. Taylor, Chief of the Federal Plant Bureau, has pointed out that defoliated Red and White Currants and Gooseberries after being fumigated, offer no particular danger to the spread of White Pine Blister Rust, but the species *Ribes nigrum* is a dangerous agency to the spread of White Pine Blister Rust. Be it

Resolved, That the members of the Northern Retail Nurserymen's Association do hereby agree to discontinue the propagation of *Ribes nigrum* in order that freer movement of defoliated White and Red Currants and Gooseberries be permitted. Bt it still further

Resolved, That a copy of this resolution be sent to the American Association of Nurserymen with recommendation that all Nursery Associations adopt similar resolutions in order to co-operate with the Federal Horticultural Board in curbing the spread of White Pine Blister Rust, and relieving the existing restrictions on interstate shipment of Currant and Gooseberry limitations.

It is believed that Nurserymen generally are so thoroughly in accord with these resolutions that all Nursery trade associations which have not already acted along this line will do so at once.

The California asparagus growers in conference last month discussed "Nursery Practice and Handling Crowns After Digging."

## A. A. N. PRESIDENTS SERVING IN RECENT YEARS

**E. S. WELCH**  
President A. A. N. 1915

Long prominent in the Nursery business, nationally and internationally known, E. S. Welch, head of the Mount Arbor Nurseries, Shenandoah, Ia., has had an active career. When scarcely out of his teens the opportunity came to him to purchase those Nurseries which then comprised 40 acres. Through wide and progressive action he not only enlarged the Nurseries to 1000 acres, but also acquired Nurseries in Fremont, Neb., St. Joseph, Mo., Topeka, Kan. and Orchard, Ala. Also he became contractor for the entire output of growers in California, Ohio, Michigan, New York and Texas. He has been a heavy importer of French-grown seedlings, maintaining important connections in France for that purpose.

The Mount Hope Nurseries were established in 1875. They came into Mr. Welch's possession in the spring of 1891. He had practical experience in the field work of the business before that time. The business was incorporated in 1916 with a capital stock of \$200,000. E. S. Welch was elected president; E. E. May, his son-in-law, vice-president and treasurer; R. M. Gwynn, for many years cashier of the Shenandoah National Bank and for years associated with Mr. Welch, secretary; Frank W. Welch, a brother of President Welch, superintendent.

In addition to Mr. Welch's activities in the Nursery business, he has for some time been developing a 320-acre fruit ranch in the San Joaquin Valley, California, near Modesto, where he spends a portion of the winters.

In the larger activities of the American Association of Nurserymen Mr. Welch has been prominent for years. He is both progressive and conservative, his advice being sought on all important trade matters. His annual address as A. A. N. president at the Milwaukee meeting in 1916, reviewing the first year's record under the organized plan, showed his appreciation of the great opportunities before the association and his faith in its steady progress.

**JOHN WATSON**  
President A. A. N. 1916; Executive Secy.  
A. A. N. 1919-1920

Mr. Watson is a connecting link in the long chain of prominent American Nurserymen, known far and wide, both by the older and the newer A. A. N. members. Space does not permit a detailed record of his trade activities. Two of the high points are touched in recording the dates above. He has spoken to the trade on innumerable occasions, his address as president of the A. A. N. at the Philadelphia convention in 1917 being one of the most notable. The younger members of the association may learn something of him or from him by opening the files of the *American Nurseryman* almost at random.

**J. R. MAYHEW**  
President A. A. N. 1918

For years the most prominent Nurseryman of the Southwest, in the annals of the American Association of Nurserymen, J. R. Mayhew, of Waxahachie, Texas, Nursery Co., is distinguished by an event in 1915 perhaps even more than by his presidency of the A. A. N. three years later, though his presidency—one of marked progress was preceded by his service in 1917 as acting president by reason of the calling to the colors during the war of Major Lloyd C. Stark who had just been elected president.

It was J. R. Mayhew's Committee of Twelve which made the Detroit convention of the A. A. N. in 1915, a Red Letter event in American Association history. His address at that convention on "A Better National Association," marked the renaissance of the organization. His was an out-and-out appeal for centralization of authority and the expenditure of a considerable sum by the association annually for development on practical lines. Much that he proposed was later adopted, though hesitatingly, but ground was afterward lost in a counter movement. However, the progressive features they have characterized A. A. N. activity in the years since that Detroit meeting are largely due to the spirit of his

address on that occasion, to the reorganization that followed the report of his Committee of Twelve to his own administration of 1918 and to that of President J. Edward Moon in 1919. Those were days of marked advance for the national organization. They paved the way for similar progress by district and state trade associations and the wide-spread sentiment which in recent years has been expressed formally in codes of ethics and opinion upon all sides that quality rather than numbers is wanted in the matter of association membership.

Mr. Mayhew has been prominent in the activities of Texas, Southern and Southwestern trade associations. His counsel there and in the American Association is regularly sought and he has been a power in maintaining organization affairs on a high plane.

**J. EDWARD MOON**  
President A. A. N. 1920

One of the most brilliant administrations in the history of the American Association was that of the late J. Edward Moon. It fell to his lot to guide the organization through a busy year following the foundation laid in the administrations of Presidents Welch, Watson and Mayhew. Great progress was made in the fiscal year of Mr.



**J. EDWARD MOON, President A. A. N. 1919**

Moon's presidency. Younger members will do well to refer to trade annals for details.

Sketch of Mr. Moon's Nursery career appeared at page 8 of the January 15th issue of the *American Nursery Trade Bulletin*.

**HENRY BELLOWS CHASE**  
President A. A. N. 1915

Henry B. Chase was born in the prohibition state of Maine, in the town of Livermore, June 13, 1870. Like many others who have succeeded signally, he was born of poor but honest parents and had to leave school at the tender age of 12 or 14 years to go to work. He has been working ever since. He works for others, too, as is shown by his arduous and effective labors in committee matters for the A. A. N. and for the Southern Nurserymen's Association. He went South and settled with his mother in Hickory, N. C., where his older brothers, Herbert and Charles, had preceded him and were engaged in mercantile business. In 1889 he went to Huntsville, Ala., with his older brother Herbert who with the Rochester Chases organized the Alabama Nursery Co., Henry B. becoming secretary. He was with that company until May, 1906, when he sold his interest and was one of the organizers and president of the Chase Nursery Co.

Henry B. Chase is a lively, popular member of the American and Southern Nurserymen's Associations. One who has known

him for 49 years says: "He is an upright Christian gentleman. He is without exception the straightest business acquaintance I have ever had—so straight, in fact, that he leans back just a trifle." He has no bad habits and no children. He married Miss Anne Stewart of Charlotte, N. C., 28 years ago and with her is enjoying a tour around the world (accompanied by Mr. and Mrs. W. C. Reed). They will spend February and March in India and China, and April and May in Japan and the Hawaiian Islands, returning to this country about June 1st. They will be at the semi-centennial convention of the A. A. N. in Rochester, N. Y., in the latter part of June with a regular tale to tell.

Mr. Chase's propensity for serving whenever called upon has led him, among other experiences, into the presidency of the City Council and later the mayoralty of Huntsville.

**J. B. PILKINGTON**  
President A. A. N. 1914

The Nursery career of J. B. Pilkington, Portland, Ore., commenced with his birth in San Francisco April 7, 1871, he receiving with four brothers and a sister careful cultivation and training. At the tender age of five months he was transplanted to Oregon. It was expected that he would grow into a doctor or druggist, but on account of his health he took charge, at 16 years old, of his father's farm. The very first season saw several acres planted to Nursery stock which rapidly increased. The panic of 1893 caught them with 40 acres of stock and no market. For four years business was slack, but in 1899 he commenced to specialize and built up successfully an ornamental stock business. This has expanded remarkably in recent years. In 1904 Mr. Pilkington was elected president of the Pacific Coast Association of Nurserymen. He has been a regular attendant at the A. A. N. conventions, for some time being the only member present from the coast. It was on his initiative that the 1913 convention of the American Association was held in Portland.

**JOHN HALL**  
Secretary A. A. N. 1910-1916

One of the most experienced secretaries the Association of Nurserymen has had was John Hall, a self-made man whose educational privilege were meager. While working in his father's printing office in Little Chester, near Derby, England, where he was born in 1845 he learned the Pitman System of Shorthand. He came to America in 1868 and for a long time was in newspaper work and as stenographer and correspondent. For five years he was with the house of James Vick, seedsman, Rochester, N. Y. Later he was in the fire and life insurance business. For nearly 22 years he was the secretary of the Western New York Horticultural Society. He was for a time a park commissioner. Mr. Hall died Dec. 22, 1922 at his home in Detroit, Mich., aged 77 years. A portrait of Secretary Hall was published in the last issue of the *American Nurseryman*.

### May Establish Branch Nursery

William T. Kirkman, Fresno, Cal., recently inspected property in Atascadero, San Luis Obispo county, with a view to establishing a branch of the Kirkman Nurseries. Mr. Kirkman said this locality has certain advantages for growing fruit trees not found in other parts of the state, as, for instance, freedom from nematodes and other root pests. Negotiations were started looking towards the lease of considerable acreage in the estates.

### Citizens Must Know Beauty

A city to become beautiful must have citizens who appreciate the value of a shrub or two about their yard or a planting design in the boulevard, Guy A. Bryant, Princeton, Ill., told members of the Illinois State Nurserymen's Association, in ninth annual convention. Mr. Bryant said "a chain of the world's most beautiful parks" must have shrubs in the home-owners' lots to support it."

Saw you saw it in "American Nurseryman."





WE ARE HEADQUARTERS FOR LINING OUT STOCK

# Hill's Evergreens

## Hill's Choice Evergreens for Lining Out

Although many choice varieties are sold out this season of the year we still have many fine items in lining out stock for late buyers. These medium and small sizes pack up lightly for economical and fast Express delivery. Our March first bulletin is now ready showing stock on hand, including Evergreens for lining out, specimen Evergreens, deciduous lining out stock, etc.

Once-transplanted Evergreens			Twice-transplanted Evergreens		
	Inch	100 1000		B&B	10 100
Douglas Fir	8-10	\$13.50 \$112.50	Douglas Fir	XX 1-1 1/2 ft.	\$ 8.50 \$ 75.00
Hemlock	4-6	12.00 110.00	Hemlock	XX 1-1 1/2 ft.	8.00 75.00
Blue Spruce	6-8	13.50 125.00	Juniperus Canadensis	XX 1 1/2 ft.	17.50 150.00
Austrian Pine	10-12	9.00 80.00	Juniperus Chinensis Columnaris	XX 1 1/2 ft.	16.00 .....
Hill's Mugho Pine	4-6	15.00 140.00	Juniperus Sabina Tamariscifolia	XX 10-12 in.	15.00 .....
Scotch Pine	6-8	7.00 60.00	Savin Juniper	XX 1-1 1/2 ft.	17.00 165.00
Retinospora Plumosa	6-8	12.50 110.00	Juniper Glauca	XX 1 1/2 ft.	15.00 135.00
Retinospora Plumosa Aurea	6-8	12.50 110.00	White Spruce	XX 1-1 1/2 ft.	8.50 75.00
Retinospora Squarrosa Veitchii	6-8	15.00 140.00	Black Hill Spruce	XX 10-12 in.	9.00 85.00
American Yew	8-10	12.00 110.00	Pinus Montana Uncinata	XX 1-1 1/2 ft.	15.00 140.00
Dwarf Japanese Yew	4-6	25.00 240.00	Hill's Mugho Pine	XX 10-12 in.	9.00 .....
Thuya Occidentalis Splanca Alba	6-8	25.00 240.00	Scotch Pine	XX 1-1 1/2 ft.	7.50 60.00
Woodward's Globe Arbor Vitae	6-8	22.50 200.00	American Yew	XX 10-12 in.	15.00 .....
Evergreen Seedlings			American Arbor Vitae	XX 1 1/2 ft.	7.50 60.00
Balsam Fir	2-4	\$ 5.00 \$ 40.00	Thuya Occidentalis Rosethalli	XX 1-1 1/2 ft.	13.50 125.00
Concolor Fir	4-6	5.00 40.00	Woodward's Globe Arbor Vitae	XX 10-12 in.	10.00 90.00
Douglas Fir	4-6	4.00 30.00	Deciduous Shrubs		
Biota Orientalis	4-6	2.00 10.00	Syringa Chas. Joly	6-8 in.	\$15.00 \$140.00
Red Cedar	2-4	3.00 20.00	Syringa Chas. X.	6-8 in.	15.00 140.00
White Spruce	4-6	4.00 30.00	Syringa Marie Le Graye	8-10 in.	15.00 140.00
Blue Spruce	4-6	5.50 45.00	Syringa Michel Buchner	8-10 in.	15.00 .....
Austrian Pine	4-6	5.00 40.00	Spiraea Anthony Waterer	10-12 in.	8.00 75.00
Pinus Desiflora	4-6	6.00 50.00	Viburnum Opulus	4-6 in.	4.50 35.00
Pinus Montana Uncinata	4-6	5.50 40.00	Transplanted Shrubs		
Ponderosa Pine	4-6	2.50 15.00	Amor River Privet (North)	12-18 in.	\$ 6.00 \$ 50.00
Scotch Pine	4-6	2.50 15.00	Amor River Privet (North)	18-24 in.	8.00 70.00
American Arbor Vitae	2-4	3.00 20.00	Japanese Barberry	10-12 in.	10.00 90.00
			Japanese Barberry	12-18 in.	15.00 140.00
			Japanese Barberry	18-24 in.	20.00 190.00

SEND FOR COMPLETE TRADE LIST.

—Indicates never transplanted. Suitable for bedding out. Each x indicates one transplanting. B&B signifies balled and burlapped.  
NOTE: Descriptive catalog illustrated in colors free to any Nurseryman. Write for a copy.

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EVERGREEN SPECIALISTS - LARGEST GROWERS IN AMERICA

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Headquarters for  
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Strawberries Hardwood Cuttings  
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Dewberries Sage  
Blackberries Horseradish  
Elderberries Asparagus  
Currants Rhubarb  
Gooseberries Barberry Seedling  
Grape Vines Althea Seedling  
Privet Spiraea Mallow Marvel Seed-  
ling  
Hydrangea P. G. Lays

Our list quotes lowest prices  
W. N. Scarff & Sons, New Carlisle, O.

### Fruit Trees

Apple, Pear, Cherry, Plum, Peach. Small Fruit Plants—Raspberries, Red and Black, Grape Vines. Shade Trees—European Sycamore, Catalpa, Bungei, Maples. Shrubs—Barberry Thunbergi, Privet, Hydrangea P. G., Spiraea, Weigella, etc. Roses—H. P.'s. Highest quality of stock graded to the highest standard. In the business a third of a century. Send us your Want Lists.

### T. B. West & Sons.

Maple Bend Nursery Perry, Ohio

"Standardized Plant Names," by Olmsted, Coville and Kelsey, is the standard in this  
line.

### Raspberry St. Regis

Strong Well-Rooted Sucker Plants

\$3.50 per 1,000 lots

\$8.00 per 5,000 lots

\$7.50 per 10,000 lots

All certified stock.

GRAPE

Our new grape "Champagne."

\$ 12.00 per 100

\$100.00 per 1000

Strong one year stock.

### Shady Lawn Nursery

Hugo Kind

HAMMONTON, N. J.

### BARGAINS! BARGAINS!

We offer a nice lot of  
ROOTED LOMBARDY POPLAR CUTTINGS,  
1-2 ft., 2-3 ft., and 3-4 ft.  
JUNE BUDDED PEACH. Standard varie-  
ties, at half price.

1, 2 and 3-yr. No. 1 Grapevines, in Concord,  
Ives, Moores Early, Worden, Catawba,  
Luttrell, Vergeuse, Warren, Berekmans Red,  
Salem, at greatly reduced prices.  
A carload of Oriental Plane, Sugar Maple,  
Water Oaks 10 to 12 ft., and 8 to 10 ft.  
sizes.  
350. Pride of Rochester Deutsia 6-7 ft.  
clumps. Odds and ends of Conifers, Rose,  
Peonies, Weigella, Althea, Spiraea, Cape  
Jasmine. Write today for prices if you  
want to come in on these BARGAINS.  
CURETON NURSERIES, Austell, Ga.

### GRAPE VINES

And Cuttings. Also Currants, Aspara-  
gus, Strawberry plants.

Send for Price List and Particulars.

### ESSIG NURSERY

BRIDGMAN

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Fredonia-grown Roots of GRAPE  
VINES, CURRANTS and GOOSEBER-  
RIES.

These are our specialties. Can furnish  
them in 1 yr. No. 1 and we have Concord,  
Clinton and Moore's Early in the 2 yr.  
No. 1.

Have also a fine lot of PLUM FARM-  
ER, KANSAS and COLUMBIAN RASP-  
BERRY TIP PLANTS, and Root Cutting  
Plants of SNYDER, BLOWERS and EL-  
DORADO BLACKBERRIES.

Let us serve you by quoting on your  
list of wants.

Prices will be right and prompt service  
given all orders.

### Foster Nursery Co., Inc.

59 Orchard St., Fredonia, N. Y.

HEADQUARTERS  
GRAPE CUTTINGS  
WRITE FOR PRICES  
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# AMERICAN NURSERYMAN



## CHIEF EXPONENT OF THE AMERICAN NURSERY TRADE

Featuring the Nursery Trade and Planting News of American and foreign activities as they affect American conditions. Fostering individual and associated effort for the advancement of the Nursery and Planting Industry.

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To Foreign Countries and Canada	3.50
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Advertisements should reach this office by the 25th of the month previous to the date of publication.

Drafts on New York, or postal orders, instead of checks, are requested.

Rochester, N. Y., March, 1925

## FOUNDER OF AMERICAN NURSERY TRADE JOURNALISM

THE FIRST Nursery trade paper in America was established in 1893, as long-time Nursery concerns know, and for nearly thirteen years was conducted under the personal and exclusive direction of Ralph T. Olcott, of Rochester, N. Y., who later founded the AMERICAN NURSERYMAN on broad and untrammelled lines.

"The dean of Nursery Trade Journalists."—John Watson.

## IMPORTANCE OF THE TRADE PRESS

In a recent address to men connected with the press, President Coolidge said:

"Whatever has to do with the collection and transmission of information to the public is of the highest importance. It is gratifying to know that this great service to America is in the hands of men of ability and patriotism.

"There is a universal desire to serve the public in this capacity, not only interestingly, but candidly and helpfully. The fundamental institutions of our government scarcely ever fail to receive cordial support. The moral standards of society are strengthened and the intellectual vigor of the nation is increased and quickened by your constant efforts.

"The press is also an important factor in the commercial and industrial development of our country. It carries an amount of scientific information which stimulates both the production and consumption of all kinds of commodities.

"This service is always on the constructive side of affairs, encouraging men to think better, to do better and to live better. Reaching through it all, there is every assurance that today is better than yesterday, that tomorrow will be a better day than today, and that faith is justified."

## THE MID-MONTH ISSUE

### American Nursery Trade Bulletin

Affords in connection with the "American Nurseryman" an exceptional semi-monthly trade publicity service for Nurserymen. Rate: \$2.50 per inch; forms close 10th. Advertisements in "American Nurseryman" are reproduced in the "American Nursery Trade Bulletin." Subscription, \$1.

"Standardized Plant Names," by Olmsted, Coville and Kelsey, is the standard in this field.

For you saw it in AMERICAN NURSERYMAN.

## POSTAL FINANCING

On February 1st the House of Representatives refused by a vote of 234 to 120 to accept the Senate's postal pay and rate increase bill as a substitute for the Kelly bill. Thereupon the whole subject of this legislation was placed in the hands of six conferees: Senators Moses, McKellar and Phipps and Representatives Kelly, Paige and Bell, who were expected to draft a compromise measure which might bid for the approval of the Senate, the House of Representatives and the White House.

Apparently the protests from many sources, including those by organized Nurserymen, against one or more features of the proposed legislation had the effect of causing another attempt to meet the needed increase in postal pay by making the traffic bear it. It would seem clearly to be the best policy to provide the increased pay directly from postal revenue. In our opinion there are too many publications; newstands can with difficulty contain them and the public has not time to read them. Many are subscribed for but few are chosen for reading in these bustling days of radio, automobile, moving pictures, social clubs, chambers of commerce, card parties, afternoon teas, institutional church work, Y. M. C. A. and Y. W. C. A. activities, cross word puzzles and prize contests.

A comparison of parcel post rates with express rates, in view of the great convenience of the former and the high character of the service rendered seems to leave plenty of room for argument for some increase in parcel post rates. The volume of the service has extended far beyond original conditions.

Increased pay for postal employees must come from some source.

## ONE NURSERYMAN'S SUGGESTION

The high calling of the Nurseryman ought to be constantly in the mind of all in the business. Few commercial occupations equal in the creation and satisfying the desire for the artistic and it may be questioned whether there is any occupation which so effectively co-operates with Nature in the development of beauty as does that of cultivating trees, plants and flowers.

This was strikingly brought out by the program of the Illinois Nurserymen's Association in Chicago last month. On that occasion the increasing interest in landscaping in conformity to natural desire was linked with the Nurseryman's vocation and the way toward marked extension of the Nursery business was clearly pointed out.

In the stress of business the aesthetic feature apart from the dollar is too often overlooked. For years this journal has endeavored to keep this feature prominently before its readers. It is highly encouraging to note the pronounced interest in this feature which has characterized activities in the Nursery trade in recent years. In conversations, communications and convention proceedings the high calling of the Nursery business is more and more discussed. Greatly has this result been contributed to by the remarkable extension of building operations in recent years and the consequent demand upon the Nurseryman for ornamental stock. The Nurseryman has been driven to books and the study of landscaping. The expansion of his sales accounts has given him new insight into the special character of his business—of his vocation as a Builder of Beauty.

No longer is it necessary to urge Nurserymen to seize opportunities for creating de-

sire for Nature's beauties or for providing means for satisfying that desire. We have frequently chronicled instances in which Nurserymen individually and collectively, have been the means of effective market development by educating the public in the possibilities in the use of trees and plants.

A case in point which has just come to our attention is the suggestion made by A. E. Wohlert, proprietor of the Garden Nurseries, Narberth, Pa., that the Baltimore & Ohio R. R. Co. time a few of its excursions to Washington, D. C., for the cherry blossom season. This is a direct application of the general proposition that time and again Nurserymen can suggest prospective beauty for the individual by directing special attention to existing beauty. Visitors to Japanese cherry trees in bloom, and particularly to those in Potomac Park, Washington are instilled with a desire for possession of similar beauty. The history of the Washington trees is such as to command particular attention. In March 1912 the Corporation of Tokyo presented as a gift to the City of Washington as a token of good will and esteem from a sister Capital City 3,000 Japanese flowering cherry trees. In announcing the intention to present this gift the Mayor of Tokyo in a letter to the office of Public Buildings and Grounds, War Department, Washington, stated that it will remain to the citizens of Tokyo a pleasing memory as well as a matter of civic pride to know that their small offering will be permitted to contribute to the advancement of the beautiful Capital of the Great Republic which they all admire. 1800 of the trees were planted in March and April 1912 and the remainder, 1200, in the spring of 1913.

General Passenger Agent W. E. Lowes, of the B. & O. R. R. Co., at once responded to Mr. Wohlert's suggestion:

We will operate all expense tour to Washington from Philadelphia April 9th at cost of \$20.10, including round trip transportation, two days board and lodging at Washington hotel, sightseeing etc., which will be about the time the cherry trees are in bloom. Another similar tour will be operated from Philadelphia April 23rd, same fare and conditions. These tours are high class in every respect and are patronized by the best people. We will also operate one day excursions from Philadelphia to Washington and return April 12th, tickets for transportation only \$3.50.

We appreciate your letter, also your suggestions in connection with the operation of tours or excursions to Washington during the time the Japanese cherry trees are in bloom.

Recently the Western Rose Company, whose Nurseries are located about four mile east of San Fernando, Cal., on the state highway, shipped a carload of roses via the Southern Pacific, thence east over Texas Pacific and other southern lines to Newark, N. Y., for the Jackson & Perkins Company. These roses were loaded at Pacoima and were grown by the Western Rose Company at their Nurseries.

Quirk Nurseries, El Monte, Cal., have added a sales room and a lath house to equipment.

Carr's Pinehurst Nursery, Santa Cruz, Cal., has demonstrated that freezias from selected bulbs far outdistance the ordinary run of bulbs, in top growth and bud formation.

William Verburg, landscape gardener, has started a Nursery in San Pedro, Cal., for producing ornamental stock.

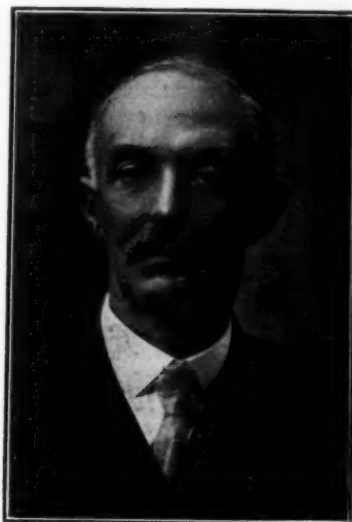
Harry Nicholson, Winchester, is president of the Tennessee Nurserymen's Association; W. A. Easterly, Cleveland, is vice-president; G. M. Bentley, secy.-treas.



## PRESENT DAY PRESIDENTS OF STATE BODIES



FRED T. BURKE, Rochester, N. Y.  
Pres. New York Nurserymen's Assn, 1924-25



T. B. WEST, Perry, O.  
President Ohio Nurserymen's Assn., 1924



MILES W. BRYANT, Princeton, Ill.  
President Illinois Nurserymen's Assn. 1925

## NEW YORK NURSERYMEN'S CONVENTION

The outstanding feature of the recent annual meeting of the New York Nurserymen's Association—the report of the retail Nurserymen's committee—was published in full in the February 15th issue of the *American Nursery Trade Bulletin*. This has been declared the most important report in a long series of the kind. The committee at a special meeting after the convention arranged for state-wide action upon the suggestions in the chairman's report—action that may become country-wide in scope. Every retail Nurseryman will profit by a study of this report.

President Fred T. Burke in his address urged the extension of the membership of the association, particularly to include more Nurserymen from the eastern part of the state. The younger men should take an active part in association affairs, he said. The province of the older men is to act as advisers. The public should be advised of what the trade associations are trying to accomplish. Full confidence of the public should be sought. As an association members should set up certain standards and endeavor to live up to them.

Chairman J. P. Rice presented a report of the committee on wholesale business. This cited figures based upon reports from various sections of the country, indicating probable wholesale prices of Nursery stock next year. These prices are subject to changes that future conditions may cause.

Chas H. Perkins reported that the production in America of kinds of stock formerly imported has progressed so that quite a fair amount of rhododendrons and tree roses will be coming off in the East and that by another year there will be probably all that is needed.

John Watson delivered the only formal address on the program. In a highly entertaining and instructive way he suggested what may profitably not be put into a Nurseryman's catalogue. In general he suggested that a catalogue should endeavor to sell the broad idea of planting results and present the advantages of particular varieties and the concern's stock of those varieties. Nowadays Nurserymen do not seek so much to sell a rose bush as to sell a rose garden.

Chairman William Pitkin of the legislation committee reviewed the situation.

Chairman Charles H. Perkins of the committee on arrangements for the anniversary convention of the A. A. N., in Rochester, N. Y., next June, reported plans as published in the *Bulletin*. Mr. Perkins brought up the subject of a two-days' meeting for the New York association; this was referred to the executive committee. Upon motion of Charles O. Warner, the secretary

was asked to record resolutions on the death of J. Edward Moon, Pennsylvania, and C. H. Perkins of California.

Telegrams were sent by the association to congressmen protesting against the passage of a measure which would greatly affect the business of Nurserymen by increase in postal rates. The subject of high express rates was discussed. The day's program terminated with a banquet and entertainment.

Officers were re-elected: President, Fred T. Burke, Rochester, N. Y.; vice-presidents, William Pitkin, Rochester; D. B. Belden, Fredonia; R. T. Brown, Queens; James Kelly, Dansville; Paul V. Fortmiller, Newark; secretary-treasurer, Charles J. Maloy, Rochester; executive committee, Horace Hooker, Rochester; John P. Rice, Geneva; T. H. Cobb, Rochester, and A. E. Williams, Newark.

## FRED T. BURKE

Pres. New York Nurserymen's Assn. 1924-25

After several attempts to induce President Fred T. Burke to tell us why he had remained in the Nursery business long enough to attract so much attention and otherwise to show cause for the use of his portrait, we called him on the telephone and urged immediate attention. He said:

"I never wrote a biography and I have had so many high spots in my short life that I cannot keep track of them. However, if it is of interest to anyone, I was born Feb. 2 (Ground Hog Day) in 1882 in this city and have lived here all my life. Have been in the Nursery business for about 25 years. With the Graham Nursery Company up to July 1, 1924, when I entered partnership in the business here (Purtell-Burke Nurseries.)

"I seldom use blank labels, although I own a box of them. I have always felt that no Nursery was complete without them. I tell about the average number of lies about sales and collections and try to keep up with my competitors in all other respects. "Business is sometimes bad and sometimes good, but prospects are always good and the future is always bright.

"I have one wife and two children; try to pay my bills with a reasonable degree of promptness; play on the fiddle with indifferent skill and sometimes write verses in which I take a secret pride. Otherwise quite human and ordinary.

"I like Nursery business and propose to stay in it until forced out either by old age or public opinion."

When in doubt in using a plant name, look it up in the handy alphabetical list of the book "Standardized Plant Names," and follow that Guide regularly. See special announcement in the advertising pages of this issue.

## MILES W. BRYANT

President Illinois Nurserymen's Assn. 1925

Miles W. Bryant, elected president of the Illinois State Nurserymen's Association at its January meeting, is a member of the firm of Arthur Bryant & Son of Princeton, Ill. He is a great grandson of Arthur Bryant, Sr., who founded the firm 80 years ago (Spring of 1845), making it the oldest Nursery now doing business in Illinois. Mr. Bryant was "brought up" in the Nursery business, having worked around the Nursery in one capacity or another ever since he was old enough to pick berries. He is a graduate of the Department of Landscape Architecture at Cornell University and is president for the year 1924-1925 of the Baby Ramblers, an organization of the younger Nurserymen within the American Association of Nurserymen. He was treasurer of the Illinois State Nurserymen's Association for the past three years.

## THE WINTER CONFERENCES

Highly encouraging is the activity of the state and district Nursery trade associations, conclusive evidence that Nurserymen of the country are mindful of the importance of co-operation on progressive lines and of occupying to greater extent the field. Recently organized trade associations are preparing convention programs which vie with those of the older ones in attracting attention beyond state borders.

Sixteen trade conventions in five weeks' time lead to plans for arrangement of dates which will not conflict. It is of mutual advantage to have conditions such that Nurserymen may attend other than their own state and district conventions. Looks as though the series of winter meetings would have to start in November if the pace becomes any livelier.

## ALABAMA NURSERYMEN'S ASSOCIATION

Dr. F. T. Nye, Secretary

At its second annual meeting the Alabama Nurserymen's Association re-elected its officers: President, H. B. Chase, Chase, Ala.; vice-president, R. L. Scott, Citronelle; secretary-treasurer, Dr. F. T. Nye, Irvington. Mr. Scott presided at the sessions. Addresses were made by T. Kiyono, A. A. Rich, Prof. L. N. Duncan, L. E. Miles, T. W. Sawyer, S. H. Gibbons, O. W. Fraser, Russell T. Briggs, Robert C. Chase and James Fraser.

C. R. Burr, Manchester, Conn., went last month to Havana, Cuba.



## THE ROUND TABLE

Comment and Suggestion  
By Readers For the  
PROGRESS OF THE INDUSTRY



### Nurserymen In Orient On Round the World Tour

Letters from Reeds and Chases Featured at Convention of Western Nurserymen's Assn.

Cairo, Dec. 22, 1924.

Dear Fellow Members of the Western Association:

Blame A. J. Bruce for this infliction. He asked me to write a few lines as to "What I Am Doing and Why," and here goes. I, or rather we, for Mrs. Chase is with me, are doing a lot and being done more or less but having a wonderful trip. We have started out to go all the way around and so far it has been a great experience, every day something new and interesting. We sailed from New York November 8th on the Majestic, spent four busy days in and around Paris taking a drive of some seventy miles along the battle lines starting from Reims. Great areas of the battle fields are fully restored but the city of Reims and quite a section of the old Hindenburg Line still show trenches, "pill boxes," wire, shell holes, etc. At Berry au Bec we saw the greatest mine crater of the war where some 2700 French were wiped out at one blast. The hole will just about take in George Johnson's office building (the Reliance building) which is I think five or six stories high. On this drive we passed two beautifully kept American cemeteries; they are well located, beautifully landscaped, everything in order, even the grass appears to have been combed and brushed by hand—and Old Glory floating overhead. We made a little side trip to the grave of Quinten Roosevelt and tens of thousands of Americans will do the same for years to come!

From Paris to Geneva, Switzerland, a night's ride. Geneva is a beautiful city, the Swiss are a clean people, their cities are clean, street cars clean, money clean (and at par) and after the dirt and cheap paper money of France the contrast was noticeable. The Opium Conference was on at the League of Nations and we attended one session. Interesting to look over the delegates who came from all over the world. The languages used are English and French; all remarks repeated by interpreters so that it is easy to follow the proceedings. They were going slow that day, taking two hours to discuss a point that seemed to be of little moment—think the Western Association would settle it in a few minutes—but every country was given every chance to express its views and they all proceeded to do so very diplomatically! The American delegation of five seemed to be most respectfully listened to and to carry a lot of weight in the discussions.

Worked our way across Switzerland by easy stages, stopping at various points—Montreux, Lucerne, Interlaken, etc. The Swiss are great railroad builders. Mountains are their regular diet and they can run a double tracked, heavy-traffic railroad up and through the highest mountains with the greatest ease. We came over the St. Gotthard route into Italy, one of the finest railroads in the world. The St. Gotthard tunnel is 9½ miles long and they have run a grade through spiral tunnels, the tracks crossing over and climbing higher with every turn, that makes your hair stand as you watch the road bed.

Italy is interesting from end to end. We came in at Milan, then to Venice, Florence, Rome and Naples. Venice and Rome had the strongest appeal, Naples the strongest odor. You get a real thrill at Venice, another in Rome. Venice is a city of 140,000 'n the sea, not a Ford or automobile, not a horse or a donkey, all traffic by boat. Its Palace of the Doges with the Bridge of Sighs, the Red Pillars, the Room of the Council-of-Ten, the Lions Mouths, the Dungeons, the Place of St. Marks, etc., are not faked but the real thing—and the tales they could tell! Same in Rome, you feel that you are actually standing in the very spot where stood the Caesars, that there is no guess work about it. The old Romans built well. The sewer system under the old Forum was built 600 B. C. and is still in

use. The Applan Way built in 312 B. C. is still a good road though the original road bed is a little bumpy. The ruins of the Colosseum, Aqueducts, Baths, etc., will stand another five thousand years, so well were they built. It was a constant surprise to me to find so many large modern buildings, banks, stores, apartments and office buildings, the latest thing in construction, buildings that would be a credit to Kansas City or New York, built in sight of, maybe on top of the ruins of the old Romans. Rome is indeed the "City Eternal." That there is "nothing new under the sun" is evidenced by the things you see here; for instance, in the old Castle St. Angelo is an ELEVATOR which dates back to say A. D. 200. It was worked with ropes and pulleys and it was no toy the shaft being 80 feet by about four feet square! Italy is a land of small farms cut into small fields always bordered with Mulberry, Locust, Willow, etc. These trees are headed at about six feet forcing many branches which are cut and bundled and sold for fuel. Many Lombardy Poplars line the roads though not as noticeable as in France. We saw many plow teams of six to twelve white oxen but only one Tractor in operation—and that was a Fordson. Florence is the Art center of Italy, so much art that it hurts a poor Nurseryman after the first two days. Paintings by the mile, great galleries that would require months to see thoroughly. Florence is a beautiful city. Naples is most beautiful also but in the lower town you must hold your nose as you go about, and watch your step for there are more small children, and the dirtiest, to the square foot than anywhere on earth. From Naples you go by electric car to the top of Mount Vesuvius in about two hours. The day we were up the old volcano was quiet but plenty of steam and burning gases in action. Then on to Pompeii—another real step back into history to A. D. 79 when this great city was completely buried in ashes and lost to the world for 1700 years. Then by auto 55 miles to Sorrento over the famous Amalfi drive. This road mostly hewn out of the solid rock, towering mountains on the right and a straight drop down to the sea on the left. The mountain sides are terraced wherever there is room for even one tree or vine—lemons, oranges, grapes, Japan Persimmon, figs, olives, peaches and apricot. This ride alone is worth a trip to Italy. We sailed from Naples Dec. 12th for Alexandria and had a calm sea all the way. The Mediterranean is just as blue as it is said to be. The harbor at Alexandria full of British men of war, and somehow the sight of their big guns makes you feel comfortable just now. Here in Cairo where Sir Lee Stack was recently murdered it seems quiet and everyone says there will be no further trouble—but the tourists are hanging back and there is no business. Here we made the acquaintance of real Turkish Coffee which is served all times of day or night. A lady told us the Arabic name for it which I cannot spell but it means "Black as sin, Hot as Hell, Sweet as New Love"—so she said, and it certainly describes it. We have been up the Nile to Luxor, rode donkeys twelve miles to see King Tut's Tomb, among hundreds of thousands of others, have been to the Pyramids, Sphinx, Temples, etc., and will rest up over Christmas, then to Palestine for a few days and sail for Port Said on the "Mooltan" Dec. 31st for Ceylon and India. Mr. and Mrs. W. C. Reed, from Vincennes, are coming on the Mooltan from Spain and the four of us will go the balance of the way together. Should make the circle and land in San Francisco in early June, and hope to see every one of you at the June meeting of the A. A. N. With every good wish for a successful meeting,

HENRY B. CHASE.

say you saw it in AMERICAN NURSERYMAN

Cairo, Dec. 22nd, 1924.

George Holsinger, Secy.,  
Western Association of Nurserymen,  
My dear George:—

Mr. Bruce, Chairman of the Program Committee asked me just before I left home to write you a letter to be read to the brethren when in session in January and in a moment of weakness I consented and now find that I must stir my stumps if the letter is to be in your hands in time. Wonder if I can interest the fellows in anything I have seen? Anyway you will find herewith a hastily constructed epistle that you must first "try on the dog" by reading it to some poor sufferer and if he stands the punishment and you dare risk it on that bunch of good fellows, go to it.

Hope you are feeling O. K. again and that business is booming.

Sincerely yours,

H. B. CHASE.

Marselles, France.  
Christmas Day, 1924.

Mr. George Holsinger, Secy. W. A. N.,

Arrived in Marselles Christmas noon. Wish you a good meeting next month. Sorry not to be able to meet with you. However, the Chases and Reeds will think of our many friends on the dates of the convention and wish you all a prosperous New Year. Expect to be with all in Rochester in June. Chases join us Dec. 31st. Received letter from Henry yesterday, mailed at Syracuse. Weather fine; smooth sea and pleasant trip.

W. C. REED.

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# French Fruit Stocks Now Arriving

*For Immediate Shipment From New York, We Offer*

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CALM	1	6000	" " " 6-10 "	JUTE	5	6000	" " " " 4-6 "
DART	4	8000	" " " 5-7 "	CAPE	1	11000	" " " " 3-5 "
FOAM	11	5500	APPLES " " 1-12 "	KITE	4	10500	" " " " 3-5 "
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Wire inquiries at our expense, using code words, and we will quote F. O. B. cars New York, including duty, packing and all importation expenses. All cases are offered subject to prior sale.

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95 CHAMBERS STREET

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## Bobbink & Atkins Azaleas

### HARDY VARIETIES

All the following are benefited by slight protection until the plants are established several years.

	PER 100			
DIAMETER OF CROWN	8 inch	10 inch	12 inch	15 inch
Amoena, Rosy purple	\$ 60.00	\$ 75.00	\$100.00	
Balsaminaeflora, Double light orange	100.00	125.00		
Benigiri, Deep bright red, almost scarlet	75.00	100.00	125.00	
Hinodigiri, Bright scarlet	75.00	100.00	125.00	\$150.00
Indica alba, Single white		100.00		
Indica rosea, Single rose		100.00	125.00	150.00
Macrantha, Large salmon red	75.00	100.00		
Macrantha, fl. pl., Double form of above		100.00	125.00	150.00
Malvatica, Single light purple		100.00	125.00	150.00
Maxwellii, Large single carmine red		75.00	100.00	125.00

## BOBBINK & ATKINS

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Hickory, N. C.

### MIXED GLADIOLUS—CHOICE

Mixture suitable for fancy retail trade.  
No worthless seedlings.  
WHILE THEY LAST  
1 1-2 inch and up, \$15.00 per 1000  
1 inch and up, \$12.50 per 1000  
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FORT MORGAN, COLO.

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Indiana and Illinois varieties grafted on stocks of Iowa seed.

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**North Star Garden Tractor**  
The Twin Cylinder Machine  
Discs, Harrows, Seeds, Cultivates, Weeds Easily, Does 4 Men's Work.  
Priced Right. Booklet Free.  
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#### Double Flowering

\$1.00 dozen; \$6.00 hundred; \$55.00 thousand

Alphonse Ricard  
American Beauty

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Helen Michell

Jean Viaud

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Marquis de Montmart

Miss Frances Perkins

S. A. Nutt

Mrs. E. G. Hill, Single Flowering

Geraniums, \$1.00 doz.; \$6.00 hundred.

### NEW FRENCH HYDRANGEAS

\$1.15 dozen; \$7.00 hundred; \$65.00 thousand

Avalanche

Bouquet Rose

E. G. Hill

Lille Mouillere

Mme. Augusta Nonin

Mme. E. Mouillere

Mousseline

Pres. Fallieres

Souvenir de Madame E. Chantard

### DWARF LANTANAS

95c. dozen; \$5.50 hundred; \$50.00 thousand

Alba Perfecta

Comte de Blencourt

Harkett's Perfection

M. Schmidt

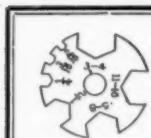
Radiation

Jacob Schultz, \$1.00 dozen; \$6.00 hundred.

New Dwarf Lantana Tethys, \$1.15 dozen; \$7.00 hundred.

Our new catalog now ready for distribution. If you have not received a copy, write for same. Contains a list of everything we grow.

**THE GOOD & REESE COMPANY**  
CHAMPION CITY GREENHOUSES  
Dept. 53 Springfield, Ohio



## Calipered Comment

**A**BSOLUTELY untrue is the assertion in the preamble of a resolution adopted by the Merchants Association of New York reading as follows:

There is widespread dissatisfaction at home and abroad with the present methods of initiating and operating quarantines originated by the Federal Horticultural Board, and issued by the Department of Agriculture, involving economic and scientific considerations of the greatest importance to the whole country.

I—There is not widespread dissatisfaction at home on the subject. Abroad the dissatisfaction is confined to exporters of Nursery stock—and they are not many nor widespread.

At home—meaning in this country, no one is dissatisfied except comparatively a few importers of Nursery Stock, a few florists, a few Nurserymen, and a florist trade journal. Leaders among these few have procured the adoption by an association of merchants in a single city in this country.

It is significant that this organization is the one to make the assertion. Merchants are out to merchandise—that's all. Their position, as clearly shown by their resolution, is that a restrictive measure to protect the country's Agriculture and Horticulture interferes with their merchandizing and they demand that it shall not so interfere!

A poll of the Nursery trade long ago showed that the Nurserymen of America are almost unanimous in support of Quarantine 37. Aside from the economic and scientific reasons for protecting what this country has in Horticulture—protecting not only the farmers' products but the gardens which are supplied with Nursery stock and which must be preserved if Nurserymen and florists are to continue in business—aside from this the Nursery business and the florist business have never been of such volume as they have under Quarantine 37.

Where is the widespread dissatisfaction with those conditions? Who are the men who are expressing any dissatisfaction?

II—Where does the great American public stand on this question? Not a word of dissatisfaction in any section of the country on the part of the public that would indicate "widespread dissatisfaction." There is not a line in any newspaper in the entire country showing any dissatisfaction whatever that does not emanate from a SELLER! And but a few sellers at that!

The American Association of Nurserymen is on record as determined to see that the interests of the public are conserved, realizing full well that this is the only road to wide and permanent development.

Every state and district Nursery trade association in the country is determined in the same manner as is the national trade organization. Not one of these trade organizations is asking that the bars be let down and the public exposed to still greater loss.

The greater the degree of the planters immunity from the loss of his trees and plants, which the Nurserymen have sold him, the greater the degree of success that will attend the Nursery business.

President Julius H. Barnes of the Chamber of Commerce of the United States, in his annual address, showed that the rising

## MICHIGAN NURSERYMEN IN ANNUAL SESSION

**T**HE third annual meeting of the Michigan Association of Nurserymen convened at the Horticultural Building, Michigan Agricultural College, East Lansing, February 3d, at 2 p. m.

The meeting was called to order by President B. J. Manahan. There were about fifty present at the opening session. President Manahan gave his annual address, in which he emphasized the value of the Association and urged that every member make an effort to have every other Michigan Nurseryman join this association and also the national association. He condemned the practice of cheap competition and suggested that Nurserymen should have a better knowledge of what Nursery stock costs and what it costs to do business. He also spoke of the objectionable practice employed by various organizations in the State of Michigan of offering trees to planters at very low prices and suggested that this association go on record as opposed to any Department of the State of Michigan giving away Nursery stock to private individuals at a less price than the same can be sold by legitimate Nurserymen operating in the State.

Following the president's address were short talks on "What can the Nurserymen's Association Do For Me," by Arthur L. Watson of Grand Rapids, George L. Curtis of Flint, and C. A. Krill of Kalamazoo. Many practical suggestions were offered and a general discussion followed, in which the question of making use of the name of Michigan Association of Nurserymen in our advertising was emphasized and a committee, consisting of Mr. Watson and Mr. Curtis was appointed by the president to consider the question and report at a later meeting. The principal address of the morning, aside from the president's paper, was by Professor L. R. Taft, chief horticulturist of the State Department of Agriculture, who gave a valuable and interesting talk on the laws affecting Nurserymen. This was a comprehensive paper, in which he spoke of the various quarantines and of the Michigan laws and regulations, inspection requirements, packing house inspection of interstate shipments, and clean-up suggestions in which he advocated the keeping both premises and Nursery stock clean, that the Nursery stock may pass inspection and be free from danger from insects and diseases. Prof. Taft's paper was followed by a general discussion in which many participated.

This Wednesday morning meeting was called to order by President Manahan, who called for the minutes of the last meeting, and for the treasurer's report, which were given by the secretary-treasurer, and upon motion by R. J. Coryell, the secretary's report was adopted and an auditing committee consisting of Mr. Coryell and Mr. Watson, was appointed to audit the treasurer's books. The election of officers followed, R. J. Coryell offering the motion and Mr. Essig seconding that the present officers, including the retiring members of the executive committee, be re-elected. The committee appointed at an earlier session considered the question of using the name of Michigan Association of Nurserymen in advertising, and recommended that the members of this association use the same in their literature and advertising. At the request of George A.

tide of prosperity on this side of the Atlantic is the result of the American plan of government which secures to the individual the rewards of his effort. It is no part of the plan of the government to relinquish the protection necessary to secure to the individual the rewards of his effort. The government works hand in hand with the people for the greatest good of all. It is working hand in hand with the American Association of Nurserymen in the effort to grow in this country what has heretofore been imported and is faithfully operating TO SECURE TO THE INDIVIDUAL THE REWARD OF HIS EFFORT. Nurserymen know this.

Widespread dissatisfaction! Absolutely not—  
—ARTIO.

Marshall, vice-president of the American Association of Nurserymen, this Association appointed President Manahan to represent the Michigan Association of Nurserymen, as a committee of one, to meet with like committees from allied associations, at the Rochester Convention in June, and consider problems common to the different associations. One of the problems for this committee to work out is the changing of dates of the annual meetings, so that they will not conflict.

The next subject on the program was the talk of R. J. Coryell of Birmingham, on the need of a bulletin on the most dependable plants for Michigan ornamental planting. This was followed by appointing a committee, consisting of Mr. Coryell and the secretary, to draft a letter to be sent by the secretary to the State Experimental Station, asking the compiling of such a bulletin.

"How Can the Department of Horticulture Best Serve the Nurserymen," was ably handled by V. R. Gardner, professor of horticulture at the Agricultural College. Professor Gardner said it was one of the chief functions of the Horticultural Department to co-operate with Nurserymen and fruit growers, and among the possibilities suggested in his talk was a course to be given by the college on Nursery practices. At the conclusion of the talk a motion was made and seconded, that the secretary send out a questionnaire to the members of this association asking what subjects they want covered in such a course and to transmit the information to the college.

Two very interesting and valuable subjects were discussed at the closing session, the first by Professor F. C. Bradford, associate professor of horticulture at the college, who spoke on "Resume of Experimental Work Affecting Michigan Nurseries," and the closing address by Professor C. P. Hallagan, professor of landscape gardening at the college, who took as his subject, "Landscape Gardening." At the conclusion of Professor Hallagan's talk, a rising vote of thanks was extended to all professors at the college, and to the college itself, for their very generous and splendid contribution to the success of the meetings.

The representative of the Breitmeyer Nursery Company of Detroit suggested the desirability of members of this association joining in the publication and distribution of a surplus list and upon motion by Mr. Hawley, the secretary was requested to send out a questionnaire the coming season, asking the members of this association for list of unsold stock, to be compiled and published and ready for distribution at the next annual meeting of the association.

### NO SPECIAL EDITIONS. WHY?

"Special editions" are for the purpose of increasing the publisher's revenue. They are in the interest of the publisher usually—not the reader. They are seldom, if ever, issued without great noise to attract advertisers. Generally they are outright bids for the reader's dollar—not primarily in his interest. Many readers have become wise through being subject to exploitation.

Every issue of *American Nurseryman* is a special edition in that it is wholly and specially for the Nurseryman. It carries no "departments" relating to another trade. It is supplemented by regular and extra editions of the *Trade Bulletin* likewise devoted wholly and exclusively to the Nursery Trade.

A paper which gives the best value for the money to the reader will give the best value to the advertiser as well. I don't think there is any argument about the soundness of this view.  
—H. Dumont, Chicago, Ill., in *Printers' Ink*.

When writing to advertisers, just mention *American Nurseryman*.



## TRADE ASSOCIATIONS

American Association of Nurserymen—Charles Sizemore, secy., Louisiana, Mo.; 1925 Convention, Rochester, N. Y., June 25.

Alabama Nurserymen's Association—Dr. F. T. Nye, Secy., Irvington.

California Assn. of Nurserymen—Chancellor K. Grady, Sec'y, 301 Phelan Bldg., San Francisco.

Connecticut Nurserymen's Association—F. S. Baker, Secy., Cheshire.

Eastern Canada Nurserymen's Association—Chas. K. Baillie, Secy., Box 158, Welland, Ontario.

Eastern Nurserymen's Association—F. F. Rockwell, secy., Bridgeton, N. J.

Illinois Nurserymen's Association—N. E. Averill, secy., Dundee, Ill. Jan. 1926.

Iowa Nurserymen's Association—R. S. Herrick, secy., State House, Des Moines, Ia.

Massachusetts Nurserymen's Association—Winthrop H. Thurlow, secy., W. Newbury, Mass., Jan. 1926, Hort'l Hall, Boston.

Michigan Association of Nurserymen—C. A. Krill, secy., Kalamazoo.

Missouri Nurserymen's Association—George H. Johnston, secy., Kansas City Nurs., Kansas City, Mo. Jan. 27, 1926, Kansas City, Mo.

New England Nurserymen's Association—G. Howard Frost, secy., West Newton, Mass.

New Jersey Association of Nurserymen—Wm. F. Miller, secy., Gloucester City, N. J.

Northern Retail Nurserymen's Association—C. H. Andrews, secy., Faribault, Minn.

New York Nurserymen's Association—Charles J. Maloy, secy., Rochester, N. Y. Feb. 6, 1926, Rochester, N. Y.

Norfolk, Va., Nurserymen's Assn.—President, D. E. Hopkins, secy., L. M. Jones.

Ohio Nurserymen's Association—Howard N. Scarff, secy., New Carlisle, O.

Oklahoma Nurserymen's Association—W. E. Rey, secy., Oklahoma City.

Pacific Coast Association of Nurserymen—C. A. Tonneson, secy., Burton, Wash., Convention, 1925, to be named.

Pennsylvania Association of Nurserymen—Floyd S. Platt, secy., Morrisville, Pa.

Rocky Mountain Nurserymen's Assn.—C. Ferguson, Denver, Colo., secretary.

Rhode Island Nurserymen's Association—H. H. DeWildt, secy., 521 Elmwood Ave., Providence, R. I.

Southwestern Nurserymen's Association—Thomas B. Foster, secy., Denton, Tex. Oklahoma City, 1926.

Southern Nurserymen's Association—W. C. Daniels, secy., Pomona, N. C. Sept. 1925, Knoxville, Tenn.

Tennessee Nurserymen's Association—Prof. G. M. Bentley, secy., Knoxville, Tenn.

Western Association of Nurserymen—George W. Holsinger, secy., Rosedale, Kan. Jan. 27-28, 1926, Kansas City, Mo.

Western Canada Nurserymen's Association—T. A. Torgeson, secy., Estevan, Sask., Canada.

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For Lining Out, Spring 1925, in Quantity

Andromeda  
Azalea Yodogawa  
Cornus Spuehli, Elegantissima  
Cornus Florida Rubra  
Corylus Atropurpurea  
Daphne Cneorum  
Fagus Sylvatica, Purpurea, Riversi  
Hibiscus, Variegated  
Ligustrum Aurea, Variegated  
Mahonia  
Prunus Pissardi  
Pyrus—Bechtels—others  
Rhododendron, Hybrid  
Sorbus Aucuparia  
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CHAS. MOMM & SONS, INC.

Union, Union Co., N. J.

We Grow in Large Quantity

For the Trade Especially

GRAPE VINES, RED and BLACK

CURRENTS, ASPARAGUS

ROOTS, RHUBARB

in 1 and 2 yr. old. Also cuttings of same.

Write for list and price.

L. J. RAMBO, Bridgman, Mich.

## KINKADE GARDEN TRACTOR

AND POWER LAWN MOWER

A Practical, Proven Power Cultivator,

for Gardeners, Suburbanites,

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American Farm Machine Co.

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Plate Books, Circulars, Catalogues,  
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Get them from the Makers

ROCHESTER LITHOGRAPHING CO.  
ROCHESTER, N. Y.

## LABELS FOR NURSERYMEN

THE BENJAMIN CHASE CO.,

DERRY, N. H.

## CHARLES DETRICHE &amp; SON NURSERIES

Henri Détriché, Successor, Angers, France

Growers and Exporters of Fruit Tree Stocks, Forest Tree Seedlings, Rose Stocks, Shrubs and Conifers for Nursery Planting.

For all information as to Stocks, Prices, Terms, Etc., address:

JACKSON & PERKINS CO. (Sole Agents) NEWARK, NEW YORK



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FIELD GROWN ROSES

LIST READY JANUARY 10TH

HOWARD ROSE CO., Hemet, Calif.

## Berberis Thunbergi

3 year transplanted

9"-12" 12"-18" 18"-24"

Must move this fall.

Over three million Boxwood and

Young Evergreens

Send for Trade Price List

Robert C. Young

Wholesale Nurseryman

GREENSBORO, N. C.

To A. A. N. members: Your credit is good with me.

BECOME A  
LANDSCAPE  
ARCHITECT

Dignified, Exclusive Profession not overrun with competitors. Crowded with opportunity for money-making and big fees. \$5,000 to \$10,000 incomes attained by experts. Easy to master under our correspondence methods. Credentials awarded. We assist students and graduates in getting started and developing their businesses. Established 1916. Write for information; it will open your eyes. Do it today!

American Landscape School, 53 Newark, N. Y.

## Oriental Arbor Vitae

(Thuja orientalis)

Once transplanted, 10 to 12 inches and 12 to 15 inches.

Write for quotations.

J. V. Bailey's Nurseries

Daytons Bluff Sta. St. Paul, Minn.

## THIS SPACE

\$5.00 Per Month

Under Yearly Term

Including publication also in the

"American Nursery Trade Bulletin"

Thus Covering the Trade

MOSAIC-FREE  
RASPBERRIES

LATHAM

The new Minnesota variety that outclasses all others. Big profits for growers everywhere. GENUINE Mosaic-Free Latham stock is very scarce in Minnesota and is practically unobtainable elsewhere.

We offer certified plants of LATHAM and KING.

Andrews Nursery Co.

Established 1872

FARIBAULT, MINN.

## Choice Nursery Stock

We have in storage a larger and better assortment this year than ever. If you are not on our mailing list, send in your name as you should have our lists whether you buy or not. When you come to Rochester next June to the summer meeting of the American Association of Nurserymen, we want you to make it a point to visit our plant and see how we handle tens of thousands of orders each year on the ship direct strictly C. O. D. basis. The scheme is not entirely new, but our method of handling will show you how it can be done, and put the Nursery Business on a higher plane than heretofore.

GUARANTY NURSERY CO.

131 Gould St.

Rochester, N. Y.

## GRAPE VINES

A large stock of ONE and TWO-YEAR VINES. SIXTY VARIETIES. Also SMALL FRUITS and PERENNIALS. Fibrous rooted, strong, first-class and guaranteed true. Price list free.

WEST HILL NURSERIES, Incorporated

(Formerly Lewis Roesch)

FREDONIA, N. Y.

## Ten Members Secured By One Nurseryman

Robert C. Young Shows How It Can Be Done by Anyone

Editor American Nurseryman:

I am enclosing a few letters from Nurserymen who have gone to the trouble to tell me that they have sent in their application for membership to the American Association of Nurserymen. I have received three checks with application for membership which I forwarded to Mr. Sizemore. I feel quite safe in saying that with very little effort and a cash outlay of only about \$5 I have at least ten new members to my credit.

From the enclosed letters you will see that these Nurserymen really appreciate being asked to join the A. A. of N.

If every member of the A. A. N. would enclose an application blank in his correspondence to non-members asking them to join, the membership would jump to 1000 or 1500 within a very short time.

If an unknown Nurseryman like myself can secure ten or twelve new members, how many can the old well-known firms secure with the same effort?  
Greensboro, N. C.

ROBERT C. YOUNG.

Lakewood Nurseries, Atlanta, Ga.—"Acting on your suggestion, we are today filing application for membership with the American Association of Nurserymen."

A. L. Heger, Dixie View Nursery, Covington, Ky.—"I have decided to become a member of the American Association of Nurserymen and I am pleased to hand you herewith my application to cover."

Arthur Buesch, Belleville, Ill.—"My application for membership in the A. A. N. was made on the blank you mailed me. I want to thank you for your kindness in this matter. I hope that some day I can show my appreciation. I assure you I will never do anything that will make you wish that you had not recommended me."

Jho. T. Evans, Rosemont Nursery, Nashville, Tenn.—"We are pleased to inform you

that we sent in the application today for membership in the A. A. N."

G. B. Rodgers, Beaver, Pa.—"I note publication of your securing a new member 300 miles from home. I guess you are referring to me. I hope to attend the next convention and to meet those with whom I have been corresponding."

A. Bolen, Page Valley Nurseries, Kimball, Va.—"My membership application has been approved by the A. A. N. I thank you for the interest you have taken in the matter. I feel the association is a grand thing for the Nurserymen. I think I should deal with the members so far as I can."

H. W. Aitken, Jacksonville, Fla.—"Application I sent in has been accepted."

W. B. Sinclair, Hendersonville, N. C.—"Am considering the filing very soon of the application blank which you sent me."

### Warning To Nurserymen

Chairman W. G. McKay of the American Association of Nurserymen committee on distribution of Nursery stock has sent to A. A. N. members the following timely warning:

"Did you ever stop and consider the fact that Nursery stock is a liability until sold to some reliable party? Most agricultural products have a market value. Wheat, corn, etc., may sell below the cost of production, however, this class of agricultural products can always be converted into cash. This does not apply to the agricultural product called 'Nursery Stock.' Conservative bankers do not lend money on growing Nursery stock unsold. Why? The crop may be consumed by fire as illustrated above. Therefore, your crop of Nursery stock may become a permanent liability.

"Previous to the late war some Nurserymen were able to continue to function even though they burned a considerable percentage of the stock they grew. Conditions have changed; overhead has increased by leaps and bounds. Nurserymen at the present time must be able to dispose of a large percentage of the stock they grow at prices considerate with the present cost of production, otherwise, they will be in a very uncomfortable position.

"Retail purchasers are entitled to a fair price and they should not be asked to pay for the misjudgment and miscalculations of Nurserymen who attempt to propagate more stock than their customers demand. Over production means the Nurserymen must charge the planter for the cost of producing stock which eventually lands on the bonfire, or assume the loss himself, which may not be very comfortable to carry. Therefore, consider distribution when you make your grafts, cuttings, etc."

The committee's enterprise is shown in a lively bonfire scene on letterhead with red fire and PROFITS going up in black smoke.

### 97 Nursery Prizes on Radio

The concert of the Louisiana, Mo., Choral Club on February 17th was broadcasted from Radio Station W. O. S., Jefferson City, Mo. Stark Bros. Nurseries offered 97 prizes to those who listened in. One prize of fruit and ornamental Nursery stock; 48 ten-dollar lots of Nursery stock; boxes of Golden Delicious apples to others.

### Mr. Roeding Directs Drive

George C. Roeding, prominent Nurseryman of California, last month directed a drive on Washington to prevent disposal of the \$250,000,000 Government plant, Muscle Shoals, to private power interests. He regards the subject as of high importance to horticultural and agricultural interests of the country. Mr. Roeding sent telegrams to President Coolidge and to Secretary of Commerce Hoover.

Recently Organized—Edgewater Nurseries, Goshen, Ind. Landscape Nursery Co., Cincinnati, O., \$10,000, Charles Diehl and others. North State Nursery Co., Julian, N. C., \$100,000, W. T. Henner and others. E. A. Gates Nursery and Gardens, Rapid City, S. D. McCaskey Nursery Co., Dallas, Tex., \$20,000, M. E. McCaskey and others. Benard & O'Leary, Painesville, O.

The Federal horticultural board will make no immediate modification of regulations governing movement of plants and Nursery stock from sections of Pennsylvania, New Jersey and Delaware infected by the Japanese beetle.

Manteca, Cal., Feb. 12—The City Planning Commission has arranged for the purchase of a large number of shade trees of different varieties from the State Tree Nursery at Davis for use here of property owners during "Tree Planting Week."

The Hurlstone Nurseries of Tarrytown, N. Y., have been incorporated. John Frothingham heads the board of directors.

Editor American Nurseryman:

I want to take this opportunity to tell you that I think the American Nurseryman is doing its share of a great work, and I am indeed glad that we have a really good independent trade Journal and assure you I am one of its strongest boosters. I have received a number of inquiries from a small ad in the American Nurseryman and this ad has helped to build up my sales for spring 1925 more than double that of a year ago.

ROBERT C. YOUNG.

Greensboro, N. C.

## Obituary

Antoine Wintzer

Antoine Wintzer, widely known horticulturist, vice-president of the Conard-Pyle Co., a member of the Society of American Florists and the American Rose Society, died February 4th at his home near West Grove, Pa., aged 78 years.

Mr. Wintzer was born in Mulhouse, Province of Alsace, France, April 1, 1847, a son of Antoine and Anna M. Wintzer. In 1854 he accompanied his parents to America, settling first in Westport, Conn., and later in Flushing, N. Y. His early associations were with the Parsons Nurseries, on Long Island; with horticulturists in Rahway, N. J.; at Sewickley, near Pittsburgh, Pa., and with Mahlon Moon, Fallsington, Bucks county, Pa.

On August 1, 1866, Mr. Wintzer went to West Grove, where he was given charge of rose culture with Dingee & Conard. He brought roses to a state of perfection which made the name of the firm world famous. He remained with that firm until 1893. In 1897, he became vice-president of the Conard & Jones Co., where he developed new varie-



ANTOINE WINTZER

ties of cannas, including Mrs. Alfred F. Conard, the President, City of Portland, Wintzer's Colossal, and Mrs. Pierre du Pont. Mr. Wintzer's recent years had been spent in improving the canna, although his life had been devoted to rose culture. He was the originator of the method of rose growing which enabled West Grove to attain a national reputation for its roses. His cannas won first prizes at expositions in Buffalo, N. Y., St. Louis, Mo., San Diego and San Francisco, Calif. In a trial lasting two years, in England, with six nations competing, cannas originated by him won more prizes than all other nations combined.

On September 18, 1872, Mr. Wintzer married Emma, a daughter of John and Jane Moon, of Fallsington, Bucks county, who survives him.

Surviving children are Louis A., West Grove; Antoinette, wife of W. W. Reburn, of Irwin, Tenn.; Helen J., wife of P. Bayard Smith, Sanford, Fla.; Charles R., of Charlotte, N. C.; N. Leon, West Grove, and Mrs. Rose M. Cook, West Grove. In addition to these, he was grandfather to 20 children and four times a great grandfather.

John Henry Marnette

The death of Mr. Marnette proprietor of the Gate City Nursery, Omaha, Neb., is announced. He was 68 years old. He is survived by his widow, a daughter, three sons and a brother. He came from France in 1870 and had resided in Omaha 16 years.

The botanical Society of America has adopted resolutions indorsing the project for a national arboretum.



# THIS PAGE PRESENTS American Nurseryman Directory of American Plant Propagators

**Listing Nursery Concerns Which Specialize in Production of Young Stock,  
Including That Which Has Heretofore Been Imported**

The American Plant Propagators' Association, Organized in 1918, Will Hold Its Seventh Annual Meeting  
in Rochester, N. Y., June, 1925. F. W. von Oven, Naperville, Ill., Secretary

TWO-INCH BLOCKS ONLY ARE SOLD IN THIS DIRECTORY. EACH BLOCK \$5.00 PER MONTH UNDER YEARLY  
CONTRACT, INCLUDING PUBLICATION ALSO IN THE "AMERICAN NURSERY TRADE BULLETIN"

## HILL'S EVERGREENS FOR LINING OUT

Complete assortment of Evergreens including Firs, Junipers, Spruces, Pines, Yews, Arbor Vitae, Cedrus, Taxus, Rutas, etc. Also deciduous ornamental trees and shrubs in wide variety. Your patronage is appreciated.

Write for Wholesale Trade List

**The D. HILL NURSERY Co., Inc.**  
Evergreen Specialists  
Largest Growers in America  
Box 402 Dundee, Ill.

Established 1866

## Naperville Nurseries

Growers of

**TREES, EVERGREENS  
SHRUBS, PERENNIALS, Etc.  
LINING OUT STOCK**

Naperville, Ill.

Catalog and list of Lining Out Stock  
offerings will be sent upon request.  
Telephone, Naperville No. 1

## Lining Out Stock

Last Call to the Trade.

**Spring, 1925**

Get your order in early as stock  
is going fast.

**Onarga Nursery Co.**  
Cultra Bros., Mgrs. Onarga, Ill.



**Specialties**

**ROSES—Rosa Hugonis  
SHRUBS**

BOX BARBERRY  
VIBURNUM PLICATUM  
SPIREA—ANTHONY WATERER  
WEIGELA—EVA RATHKE  
Write for Quotations

**The Conard-Pyle Co.**  
Robert Pyle, Pres. West Grove, Pa.

## GRAPE VINES

My Surplus in Varieties

CONCORD—1-Yr., No. 1  
CONCORD—1-Yr., No. 2  
CONCORD—1-Yr., No. 3  
MOORES EARLY—1-Yr., same grades  
MOORES EARLY—1-Yr., 2-Yr. and 3-Yr.  
Strong vines; no other varieties.  
Correspondence Solicited.

**Fairfield Nurseries, Salisbury, Md**  
CHARLES M. PETERS, Proprietor.

## New Brunswick Roses

Look good and grow good, too.

If price is not the only consideration,

**SEND ME YOUR WANT LIST**

**Fred D. Osman**

New Brunswick New Jersey

## IT IS NONE TOO SOON

to secure your Lining Out Stock. We have good stands, a large assortment Seasonable weather and everything is on the jump. Send your *want lists* as soon as possible. Selling close on some items already. Have especially nice stocks of Nuts, Oaks, Oriental Plane; Climbing Roses, Wistaria, Weigela; Grape Vines, etc., etc  
Wholesale Only.

**Atlantic Nursery Co., Inc.**  
BERLIN MARYLAND

Established 1887 By J. H. H. Boyd  
**Forest Nursery Company**  
BOYD BROTHERS

McMinnville Tennessee

Growers and Wholesale Dealers in  
**FOREST TREE SEEDLINGS,  
SHRUBS**

and  
**LINING OUT STOCK**  
Special Prices on Many Items

Write for Catalogue.

QUALITY SERVICE VARIETY

## EVERGREENS

We are now booking orders for fall 1925 delivery of the following kinds of evergreen transplants in sizes from 4 to 18 inches.

BALSAM FIR  
CANADIAN JUNIPER  
RED SPRUCE  
WHITE SPRUCE  
ARBOR VITAE  
AMERICAN HEMLOCK

If our prices were printed here we wouldn't be able to acknowledge all the orders before the spring shipping season, so we are going to ask you to write us for special quotations.

**Geo. D. Aiken, Putney, Vt.**  
"Grown in Vermont, it's hardy."

## EVERGREENS

Seedlings—Transplants—Cuttings  
grown under glass

**MILLIONS OF THEM**

Also a list of Apple, Shade Trees, Hedgeplants, Shrubs, Vines, and Peony  
Send for our latest wholesale list.

**SHERMAN NURSERY CO.**  
Charles City, Iowa.

## EVERGREENS

SEEDLINGS and TRANSPLANTS  
FOR LINING OUT

WRITE FOR OUR PRICE LIST

**THE NORTH-EASTERN FORESTRY CO.**

"WE GROW OUR OWN TREES."

CHESHIRE, - - - - - CONN.

California Privet, 1 and 2 yr.  
Amour River Privet, 1 and 2 yr.  
Spirea V. H. Large stock 1 and 2 yr.  
Ibota and Vulgare Privet 1 and 2 yr.

**HARDWOOD CUTTINGS**

Largest assortment in the U. S.

Write for complete list of plants  
and cuttings.

**Rosebank Nursery Co., Inc.**  
HUNTSVILLE, ALABAMA

## FRANKLIN FORESTRY CO.

Nurseries at  
Colrain and Sudbury, Mass.

FOREST NURSERY STOCK  
CONTRACT FOREST PLANTING

Send for our catalogue

**89 STATE ST.,  
BOSTON MASS.**

## Scotch Grove Nursery

Growers of  
**EVERGREENS**

For

**Lining Out**

Good Assortment of  
**STANDARD SORTS**  
Price List on Request

Established 1871

**Scotch Grove, Iowa**

## EVERGREENS & DECIDUOUS TREES SHRUBS & VINES

WHOLESALE GROWERS for THE TRADE  
of Choicest  
Hardy New England Grown  
Nursery Stock

Write for Price List Send your Want List

**Little Tree Farms**  
FRAMINGHAM CENTRE, MASSACHUSETTS

## Increases Real Estate Values Appreciably

Byron Kanally Tells Illinois Nurserymen What Nursery Stock Will Do

I would say roughly that, for an average ordinary shingle residence or apartment building, thoughtful and effective landscaping would add several times, perhaps two to five times, in some cases, to the value of a property what the landscaping itself cost. As a matter of hard-headed business, it would seem to me there could be hardly any investment with surer and greater financial returns.

As the basis of obtaining a mortgage loan landscaping has a distinct loan value. Granting that the basic value of the property is proper then landscaping will have a material effect in determining the terms of a loan in favor of the borrower—in lower rates and more advantageous payments of principal. For a well landscaped property means a more readily saleable property if it ever has to be sold; it is one upon which a loan is more attractive—more easily obtained—and more highly merchantable to the investors. How many times in my experience I have heard an investor say—"This is good property,"—"It's well kept up,"—"It looks nice,"—"It looks as though it had a good owner." It is well to bear in mind that a high merchantability of the loan means a saving in dollars and cents to the borrower—granting that the fundamental property value is there.

I would also like to impress upon you this thought, which to a mortgage man is important, and which has a very important connection with the "Cash Value of Landscaping"—that the basic value of the property for loan purposes being granted, the next great consideration in a real estate mortgage is the moral risk. A good looking front and back yard very often go with a good owner of property—not always, of course, but it is one of the indications. A man who has a nice lawn, a well laid out front yard, a few trees where possible and practicable, a few shrubs and plants, a clean, trim back yard, often is a man who pays his interest and principal promptly. Just as slovenliness in

the major material things of life is apt to permeate one's thoughts, and actions as well; so cleanliness, neatness, and symmetry in one's property and about it usually make for the better things even to the prompt paying of principal and interest.

A man who takes good care of his property—who has what everyone calls a clean, attractive property, is in most cases a self-respecting man who respects his home or his holdings, and therefore, in most cases, respects his obligations, his neighbors, and his community. He is a man who has his reward even beyond a consciousness of being a self-respecting citizen, for he has added a distinct cash value to his property, in some degree to every other property nearby, and if his example is contagious as it is apt to be he has added a distinct money value to his whole neighborhood. He cannot say, I cannot say, nor can you gentlemen say to a dollar how much, but those of us who have had constant wide daily experience in the matter of real estate values know beyond a doubt, that there is a considerable added cash value to the individual property and to the surrounding property by good landscaping.

I could have brought you today photographs and statistics and plates of model subdivisions and typically beautiful properties, for I have some and could obtain many more, and they are most interesting and very important too, but I think it is far more interesting and important for you to know and for the public you serve to know, and for the general public to know, that the mortgage industry of this city, through many of its individual members, and that is probably true of our business throughout the whole country, and in this city the mortgage business is a vast business—loaning over \$400,000,000 a year on our city property—have frequently expressed themselves in one form or another as being thoroughly in accord with the idea of the beautifying of property, and deeply sensible of the stabilizing and increased value to real estate of proper landscaping and of being in effect thoroughly in sympathy with the ideals and ideas and great work to which you gentlemen who have gathered here today have dedicated yourselves.

At Tinley Park, Ill., Charles E. Smith has established a ten-acre Nursery, specializing in ornamentals. Mrs. Henry H. Kern, Bonner Springs, Kan., will continue the Nursery business of her husband who died Jan. 1st. V. A. Vanicek, Newport, R. I., is in Germany. Greenville, N. Y. Nurseries have been incorporated, \$25,000, by L. S. Wagner and others.

## LEGISLATION

Assemblyman Walter L. Pratt, chairman of the committee on conservation, has introduced in the New York legislature a bill appropriating \$100,000 to defray the expenses of the Conservation Commission for reforestation and acquiring land for the establishment, operation and maintenance of Nurseries.

There was a prolonged hearing late last month on the bill for an appropriation of \$5,000 for the establishment of state Nurseries. The bill was advocated by Mr. Hawes, the state forester, and others. A number of Nurserymen opposed the bill on the ground that it would be conducted in competition with their business. It was claimed by the proponents of the bill that the Nurserymen were not able to supply the demand for Nursery stock at the present time.

### New Secretary of Agriculture

Dr. William M. Jardine, president of the Kansas Agricultural College, Manhattan, Kan., will assume the duties of Secretary of Agriculture in President Coolidge's cabinet on March 4th, when Secretary Gore becomes governor of West Virginia. He will bring to the cabinet a first-hand knowledge of agriculture and a personality with a rugged western background. Once a "cowpuncher," a "broncho buster," and ranch hand, Dr. Jardine has a sympathy with the farmer and ranchman and a comprehension of his problems based on intimate experience. He is said to be the best authority in the country on dry farming and the growing of wheat and the grain sorghums.

President Jardine has been an outspoken advocate of the farmers interests. He gained considerable attention when in the spring of 1924 he opposed the McNary-Haugen price fixing bill. Dr. Jardine graduated from the Utah Agricultural College in 1904.

Members of the Scranton, Pa., council, accompanied by City Forester H. M. Kerber, Feb. 16th inspected an eight-acre plot near the Ackerly fair grounds in Glenburn, which the forester has recommended as a site for a municipal tree Nursery. The tract has been offered to the city for \$3,000. Under the forester's plan, the ground would be used for the growing of shrubbery for the city's parks, and of trees which would be set out between sidewalk and curbing, on the city streets, to be paid for by the property owners.

Clark & Benson Nurseries at Loxahatchee, Fla., specialize in landscaping grounds at Palm Beach.

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1,000 Iboia Privet, 2 year, 12-18  
1,000 Barberry Thunbergii, 3 yr. hvy. 2-3  
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3,000 Barberry Thunbergii, 2 year, 12-18

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Bedding plants grown in the Nurseries in Fairmount Park and transplanted in that and other parks during the year, the report said, totaled 111,877, while 30,800 seedling trees were put out; the number of shrubs, 4318, and the number of broad-leaf evergreens, 1825. City streets also came in for a share of the benefits of the commission, there having been an increase of 2491 shade trees in residential streets since 1923, bringing the total number of shade trees on city streets to 148,526.

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FAIRMONT NURSERIES  
FAIRMONT, MINN.

## HOW NURSERY STOCK INCREASES PROPERTY VALUES

Otto Braese Before Illinois Nurserymen's Association

I was fortunate enough to participate in the development of about 250 lots and the building of 250 homes ranging in price from \$12,500 to \$60,000 and aggregating \$6,000,000 in value. This property covered an area of about 120 acres which was purchased about 20 years ago by a man who lived in one of the eastern cities and was engaged in manufacturing and merchandising. The many cares of his business and the various interests clamoring for attention made it impossible for him to give much attention to his investment in real estate in this community, with the result that, for over 20 years, no improvements were made. The property was as bare as my hand and not a tree nor a shrub grew there. An enterprising Italian moved an old house onto one corner of the property and raised some vegetables and some corn and hay. About 8 years ago the trustees of this man's estate decided to subdivide and market this property. The very first thought was to plant a row of six inch trees on each side of the walks over the whole subdivision. I sold the first block of 600 feet to two enterprising builders at \$22 per foot and restricted it to certain types of houses. Every lot was promptly landscaped just as soon as the roof was on the house. These houses found a ready sale, with the result that, ere long, I sold them another block at a slightly advanced price, and so on until finally I sold them the whole tract in block lots as they needed it, ranging in price as improvements went in and houses were built, from the original \$22 per foot, for the first sale, to \$110 per foot for the last.

Immediately adjoining this tract of 120 acres was another one of 80 acres, just as bare as the first—just as much of a cornfield—just as lacking in imagination—and purchased at the same time, 20 years ago, by a resident of the community who was, at that time, and still is, in the real estate business. He lived near his property. He could see it every day. He could visualize streets and sidewalks, electric lights, houses, gardens, happy children and contented families on his property. He had imagination and he at once began to prepare by planting trees. Not only one or two rows, but many—a veritable forest of trees of all kinds and descriptions. He even planted lilac bushes and hollyhocks and peonies. And, he planted his trees with wise forethought, leaving space for streets and parkways and walks and houses. You men can picture better than I can what a start such landscaping, properly cared for, will get in 20 years. The result was that people gasped at such beauty, came from far and near to admire it and were filled with a de-

sire to own some some of it. Finally, half of it, or 40 acres, was subdivided into 100 foot lots and 300 foot lots, with very stringent building lines and building restrictions, was placed on the market at \$100 per foot, or \$10,000 each, for inside lots, and \$125 per foot, or \$12,500 each, for corner lots, and all sold, mind you! I, personally, sold 10 of them in two weeks. Now, the other 40 acres is about to be put on the market—the same land but what a difference in price.

No one could ever tell this man that landscaping does not improve the sales value of real estate. If he had the opportunity he would repeat his experience, and, if I had the opportunity, I would follow his example.

Robert Drumm, Fort Worth, Tex., Nurseryman, is given a half column in the Fort Worth Telegram to tell readers of the value of shade trees, what kinds to plant and how to care for them after planting. Nurserymen generally would do well to inform readers of their local papers on these subjects.

### TRANSPORTATION

Traffic Manager Charles Sizemore, of the A. A. N. said:

"Several months ago the commission made a readjustment in express rates, reducing the number of zones which resulted in slight increases of about 8%, as we understand it, in the eastern territory, while on the other hand a reduction of about 25% in the far western territory. Just what the increases and reductions will amount to will not be known until we secure the necessary tariffs to check them up.

"However, as the express companies fought these new rates and obtained a temporary injunction to keep them from going in, which has been over-ruled by the courts, we are of the opinion the general reductions over the country were far greater than the increases, otherwise, the express companies would not have made any objection.

"However, it seems on account of some technical point or oversight by some of the state commissions, the express companies have only filed tariffs that give them increase in state or interstate rates, excepting in Oregon and Washington, in which states the state commissions handled the matter in such a way that they are taken care of."

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